THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

FROM 1878—THE CANNED FOODS AUTHORITY—1932

Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879

Vol. 54 | Published at BALTIMORE, (every) MONDAY, APRIL 25, 1932 | No. 37

You're in the SPOTLIGHT

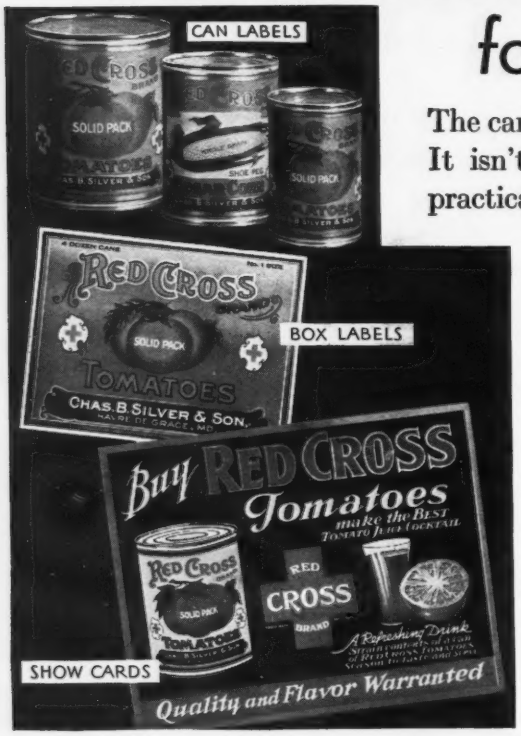
THE canner and his products hold the center of the stage—and the spotlight of publicity is strong. Through newspaper advertising in 69 markets, fine things are being said about canned foods to many millions of people—and, on the strength of what is being said, those millions are buying canned foods, some for the very first time.

Will they be disappointed? *You cannot let them be.* You cannot run the risk of having canned foods of questionable quality reach *any* consumer's home. Without repeat sales, no food business can succeed—and quality canned foods are the *only* kind that people will buy again.

Do your distributors understand that they, too, are in the spotlight—that they, too, will be judged by the quality of canned foods they sell, and profit accordingly? It is vital that you tell them. Better business awaits every canner, every distributor, who stands for quality and plays the game to please the *consumer* of canned foods.

NATIONAL CANNERS ASSOCIATION, WASHINGTON, D. C.

PRACTICAL ADVERTISING
for the Canner



The canner must step out and do a little hollering these days. It isn't enough to produce the goods—you must furnish practical sales helps for your retailers. You must advertise in a practical way.

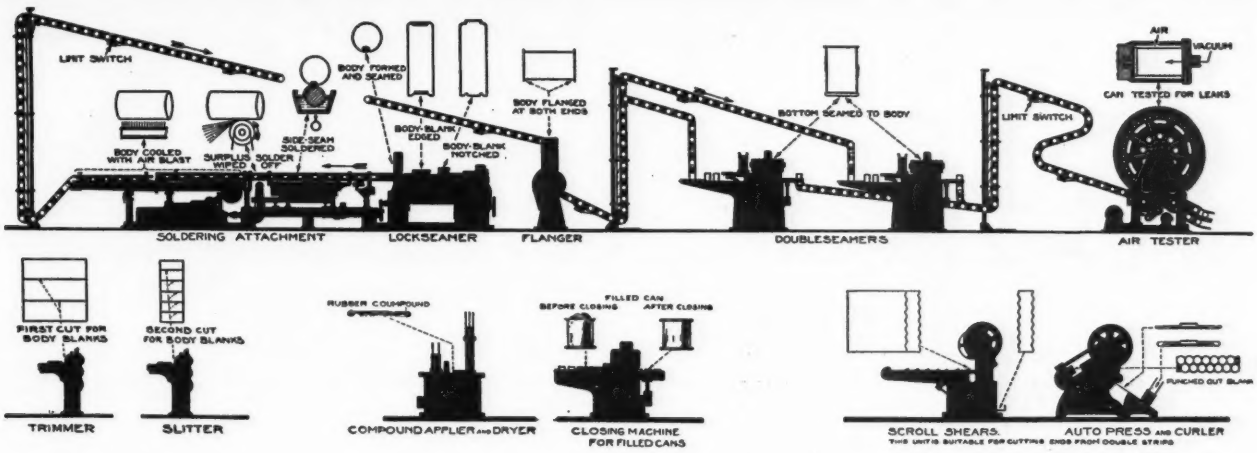
"U S" can make practical—and economical—sales helps for you—can labels that have colorful attention value—box labels that advertise your goods while in transit—show cards that retailers will gladly use because they help sell goods.

Write "U S" for samples today.

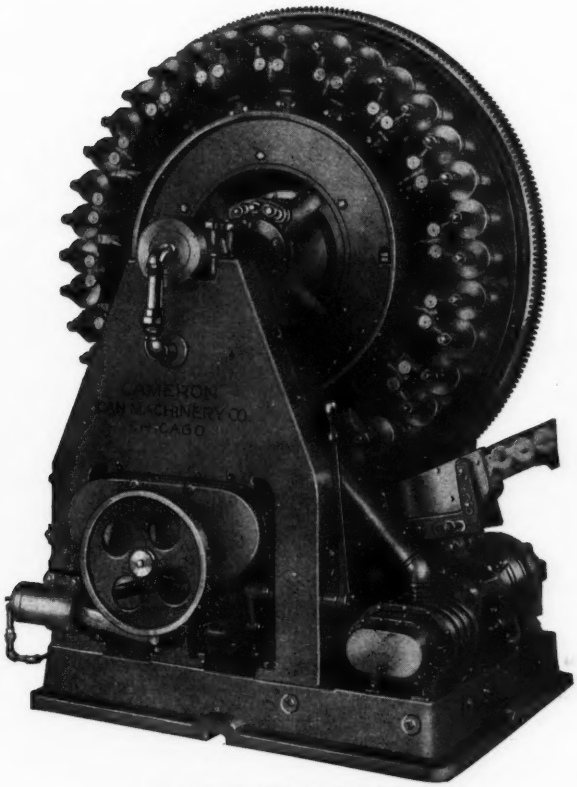
"Color Printing Headquarters"

THE UNITED STATES PRINTING & LITHOGRAPH CO.

CINCINNATI	BROOKLYN	BALTIMORE
302 Beech St.	202 N. 3rd St.	102 Cross St.



Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



No. 307 AIR AND VACUUM TESTER. IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

WHY NOT MAKE YOUR OWN CANS?

With this line of machines, on a yearly production of twenty million plain sanitary cans, and tin plate at $4.50 per base box, the cost is $14.44 per thousand cans, freight on tin plate not included.

CONSIDER THIS LIST OF SUCCESSFUL PACKERS WHO MAKE THEIR TIN CONTAINERS.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

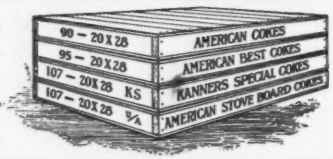
Cameron Can Machinery Company

240 North Ashland Avenue « « « » » » CHICAGO, U. S. A.

AMERICAN
COKE AND CHARCOAL
Tin Plates

SPECIALLY ADAPTED TO THE CANNING AND PACKING INDUSTRIES

The base of AMERICAN Coke Tin Plates is good soft steel. These plates are carefully manufactured in every detail, and are the recognized standards with buyers and users everywhere, particularly in the canning trades.


90 – 20 X 28
AMERICAN COKES
95 – 20 X 28
AMERICAN BEST COKES
107 – 20 X 28 KS
KANNERS SPECIAL COKES
107 – 20 X 28 SA
AMERICAN STOVE BOARD COKES

High grade AMERICAN Charcoals are also produced in grades adapted to particular requirements. Write for full information on Steel Sheets and Tin Plates for all uses; also USS STAINLESS Steel Sheets and Light Plates.

US STEEL

American Sheet and Tin Plate Company

GENERAL OFFICES; Frick Building, PITTSBURGH, PA.

SUBSIDIARY OF UNITED STATES STEEL CORPORATION

KEYSTONE COPPER STEEL — AMERICAN — SHEET AND TIN PLATE COMPANY — PITTSBURGH

PRINCIPAL SUBSIDIARY MANUFACTURING COMPANIES:

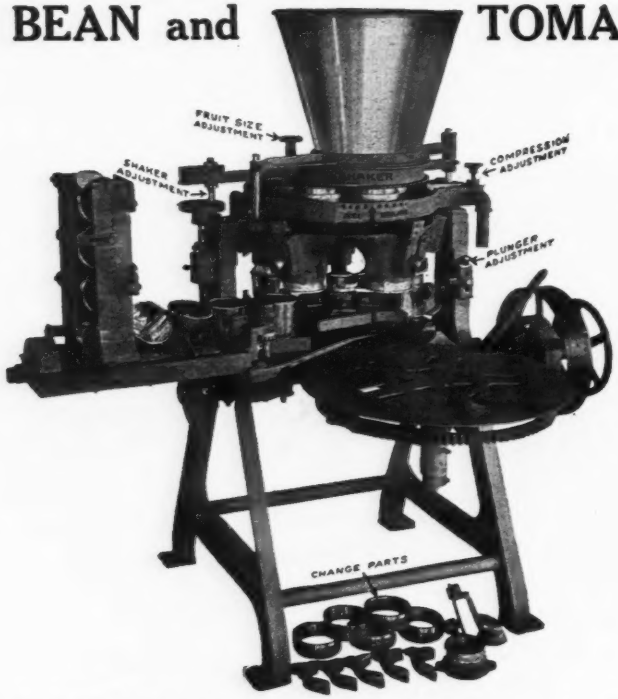
AMERICAN BRIDGE COMPANY
AMERICAN SHEET AND TIN PLATE COMPANY
AMERICAN STEEL & WIRE COMPANY
CARNEGIE STEEL COMPANY
COLUMBIA STEEL COMPANY
CYCLONE FENCE COMPANY
FEDERAL SHIPB'LDG. & DRY DOCK CO.
ILLINOIS STEEL COMPANY
MINNESOTA STEEL COMPANY
NATIONAL TUBE COMPANY
OIL WELL SUPPLY COMPANY
THE LORAIN STEEL COMPANY
TENNESSEE COAL, IRON & R. R. COMPANY
UNIVERSAL ATLAS CEMENT COMPANY

Pacific Coast Distributors—Columbia Steel Company, San Francisco, Calif.
Export Distributors—United States Steel Products Company, New York, N. Y.

AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

For
Cut String
Beans
Tomatoes
Beets
Cherries
Plums
Etc.



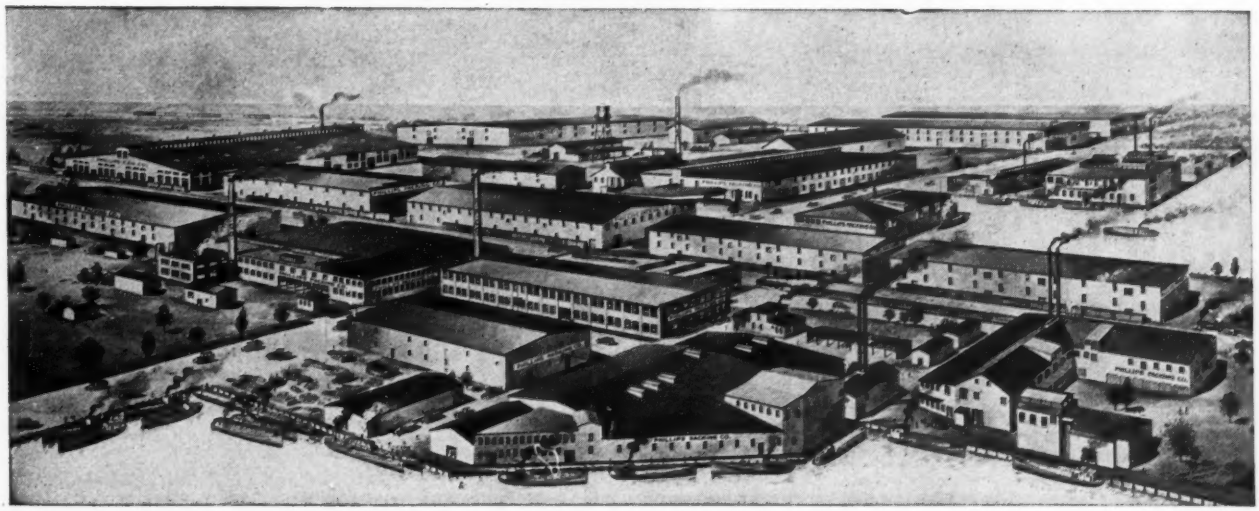
Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE CO., Salem, New Jersey

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans



..Division of the..

PHILLIPS PACKING COMPANY, Inc.

Packers of Phillips Delicious Quality Canned Foods

CAMBRIDGE · MARYLAND, U. S. A.

PHILLIPS SALES COMPANY, Inc.

Brokers and Commission

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry. Brokers and representatives desired in all markets. Packers' accounts solicited.

CAMBRIDGE · MARYLAND, U. S. A.

QUALITY SEED PEAS

Canners' Varieties Exclusively

Quality is to seeds what character is to an individual. Our seed peas possess the dependability that follows careful breeding.

GALLATIN VALLEY SEED COMPANY

BOZEMAN, MONTANA

NATIONAL CANNERS ASSOCIATION

CANNED FOODS BULLETIN

COUPONS POUR IN BY THOUSANDS AS CANNED FOODS ADVERTISING CONTINUES

APRIL MERCHANDISING MANUAL MAILED TO CANNERS AND TRADE

Includes ads for month

SHOWS MUCH NEW FREE MATERIAL SUCH AS ADVERTISEMENTS FOR RETAILERS' USE, MATS, ETC.

In connection with the newspaper advertising campaign now appearing in principal cities throughout the country, the Advertising Committee, through its Merchandising Division, has mailed to canners, brokers, wholesalers and their salesmen, and retail grocery trade and associations, a new merchandising manual for the month of April.

This manual contains 4 items of interest to all factors:

1. Information about the progress of the campaign—the number of booklets distributed as a result of coupon requests, etc.
2. Proofs of all advertisements appearing during April.
3. Merchandising ideas that will help each trade factor tie up and capitalize each April advertisement.
4. Proofs of new cuts and dealer advertisements, mats of which are available, without charge, to canners, wholesalers and retailers. Requests for such material should be addressed to C. P. Pelham, Director, Merchandising Division, Canners Advertising Committee, 49 West 45th St., New York City.

BOOKLETS AVAILABLE IN QUANTITY AT COST

Many canners, wholesalers and retailers have asked if the N. C. A. booklets, for which thousands of women are writing, are available in large lots. Yes. In any quantity from 100 up—at cost. Here are the prices:

	Price per 1000
Should Children Eat Canned Foods?	$25.00
What to Have	12.00
227 Tested Recipes for Canned Foods	70.00
Nutritive Value of Canned Foods	10.00
How to Buy Canned Foods	11.00
Delicious Meals the Thrifty Way	12.00

NOTE: Send all orders for above booklets with your check to Merchandising Division, Canners Advertising Committee, 49 West 45th Street, New York City.

"MOVE CANNED FOODS" CAMPAIGN OFF TO SUCCESSFUL START

Canners, Grocers, tie up with own brand and store advertising

What was a few weeks ago a practical looking plan is now a going, productive campaign, according to the many letters received each day from Canners, Brokers, Wholesalers and Retailers.

Newspapers have filled tie-up space in practically every city. Progressive retailers are running special ads on N. C. A. page featuring their weekly Canned Foods specials. Many canners and wholesalers have bought tie-in space for their brands, some for the entire run of the campaign.

Latest reports indicate unusual trade activity with more canned foods advertising, more canned foods in windows, increased counter and store displays, more selling effort, increasing sales.

Requests for booklets show keen interest in campaign on part of women

STAFF AT HEADQUARTERS INCREASED TO KEEP PACE WITH FLOOD OF LETTERS

That the Canned Food Newspaper Advertising Campaign is being read by women, and read with active interest, is considered amply proven by the number of coupons received at Washington headquarters every day. To handle the tremendous quantity of mail, and to fill requests promptly, ten extra mailing clerks have been added to the Association's personnel.

Offered in each advertisement are six booklets or folders, and readers can have any or all without charge. There are no special inducements such as premiums, prizes, etc. to stimulate response. But already over 100,000 booklets have been mailed as a result of coupons received from readers of the advertising, showing that the advertising has created real interest in canned food subjects. This is further demonstrated by the fact that many women write questions about canned foods on the margin of the coupon before sending it in.

Tabulations show that of the six booklets offered, *227 Recipes for Canned Foods* leads in popularity, with *How to Buy Canned Foods* second in demand. Both these booklets contain much educational material and should have an important influence on increasing the purchase and consumption of canned foods.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-fourth year.

Entered at the Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$6.50
Foreign	$5.00
Extra Copies, when on hand, each	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
BY
THE TRADE COMPANY
ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communication to THE CANNING TRADE, BALTIMORE, MD.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, APRIL 25, 1932 No. 37

EDITORIALS

ANNOUNCEMENT is made that the 1933 Convention will be held at Chicago, Hotel Stevens, where it has been for the past several years. The trade papers have been asked to make no comment—and to the experienced that is comment sufficient.

CHANGE SLOWLY—In the unsatisfactory condition of the canned foods market, and of the canned foods industry as a whole, there is temptation to break away from accustomed practices and to seek new ways and means. That is in the nature of growth and is a good sign, and from it comes progress, but it should be done carefully, with due thought and consideration, and not just merely jumped into. Adversity is a great teacher, but you must not act like a petulant child, just because your candy has been taken away from you. We heard a man say, this week, that if the ten years of easy money, generally called the great prosperity period, had continued for another ten years there would not have been a man, woman or child in this country worthy of the name, the moral fibre of humanity was rotting so rapidly. Our comfort and ease permitted things to go unnoticed or unrebuked that we would not have tolerated, under other conditions, for one moment. We had slipped easily into habits which first instincts prompted us were entirely wrong, but which ease, again, tempted us to let pass. And this applies from the highest to the lowest and in private, business and Governmental life. Else how could we have permitted the creation of the excessively wasteful and profligate practices now seen everywhere in our political circles, and the squandering of public funds, which we are now asked to pay for in taxes that will be utterly unbearable, and which, if imposed, will bring general and widespread ruin?

This depression has shaken us wide awake, and for that reason it is a good thing for us. The dose, as we said last week, is a bitter one, but it was needed, is in fact a god-send, and we will all be the better for it.

Give free rein to your studies of how to better your business, your methods of packing, of merchandising and of all else, but do not go at this blindly. Be sure you consider every angle of the matters; read and seek all possible information; examine the move from all sides and from every possible contingency before you commit yourself. Don't jump into new conditions without first looking; that is what you did in those days of ease, and that is why we are where we are. Look first, and above all see that you are well posted. It was never so all important as now for a business man to keep himself informed on everything affecting his business.

SOME INSTANCES—We permitted our "Better Profits" editor to talk selling the retailers direct, as if that were our policy, or had ever been advocated by us. Some may have drawn this inference from our advocacy of better merchandising methods on the part of the canners; from our advice to the canners to cease the distribution of their goods over too wide a territory, thereby losing all possibility of building goodwill for the goods, and unnecessarily feeding the railroads. But if they took that decision from what we said, they entirely misunderstood us.

The ideal and proper merchandising procedure for the canner is: wholesaler—to retailer—to consumer. When you sell a chain store, department store, or hotel chain you are selling to retailers, but selling in wholesale lots, and therefore properly selling them; but you must not give them unfair advantages over the normal wholesaler, such as brokerage when they buy direct. They have not earned brokerage and should not be allowed it. That is the sort of thing you can peg for future action.

And then if you work, as you should, through the wholesaler, learn to know him personally and well; discuss your problems openly and completely and make him feel that he has a food factory back of him upon

which he can depend for supply and for quality, and dependable merchandise. More than that tell him that you are going to help him get your goods out to his retailers, and from his retailers onto the consumers' tables; that you are going to do that by your salesmen's help and by advertising in the local papers. You are going to build up a steadily increasing business in that one-defined circle, to the end that it will make the wholesaler a good and steady profit; a steady, constant call by consumers for your goods, and a market for every case of goods you pack—because you will not pack more than your market needs. You, your wholesaler and the retailers will form one, active selling organization for your goods, with profit to all, and all of these interests will welcome the new day, for they are not any more inclined to shop around and trifle with unknown qualities than is any other set of business men. They know there is nothing in bargain buying, but trouble and disappointment; and they would rather pay 10c per dozen above market if the goods would always please the consumers and keep them coming back for more. For what is less than one-cent per can to a contented, confident consumer? In this you will see the explosion of another myth: that price is everything. It is not and you know it is not; so work for the elimination of that scourge.

AND ANOTHER—When you make a contract, make it honestly and then stick to it. That goes with your growers, where your contract ought to call for prime products, U. S. Grade No. 1 tomatoes and nothing lower than U. S. Grade No. 2's, and all other products of the cannery on the same basis; and then demand a compliance in this quality delivery, just as the grower will demand a compliance in full on price. Be a sticker in honesty to yourself and to your grower, and you will be thought very much more of than if you let them "get by" with any old sort of delivery.

And carry that out in your sales of the goods, and particularly in this matter of the six months guarantee of the goods. Why that thing has gotten to be a regular joke, as you know and means six years as much as it does six months. If you are going to give a guarantee, then live up to it and make him live up to it,—the letter of it.

We recently received a letter on this from a very prominent canner who does not wish his name used, and who points out that the goods in question are immaterial as it applies to one kind as well as another. Here is a definite sample, taken from his own experience, and that just recently:

HOW LONG IS A SIX MONTHS GUARANTEE ON CANNED FOODS GOOD?

We just received an invoice from a reliable wholesale grocer covering a quantity of perforated dated labels claimed as swells. Analysis shows the following:

One can	1922	Pack
Eight cans	1925	"
One can	1927	"
Four cans	1928	"
Seventy-one cans	1929	"
Fifteen cans	1930	"
Four cans (spring pack)	1931	"

Not a single can within the guarantee, yet the jobber thinks we should send credit in full because he has allowed his customers full credit and that all canners are granting all claims.

How much longer will the canner be the goat on this swell guarantee on canned foods?"

You have the answer in your own hands—just as long as you let them "ride you!" What's the use of a contract if you do not intend to enforce it? Can't offend a good buyer?! You offend him much more when you allow yourself to be imposed upon—he has no respect for you.

DIRECTORY OF THE SYRUP AND MOLASSES INDUSTRY NOW BEING DISTRIBUTED

MR. ED. L. POWELL, of New Orleans, La., President of the National Syrup and Molasses Association has announced the publication and completion of the third edition of the OFFICIAL DIRECTORY OF THE SYRUP AND MOLASSES INDUSTRY.

The 1932 edition is now being gratuitously distributed among the wholesale grocery buyers and manufacturers using their products as well as to the industry and allied industries.

The Syrup and Molasses Directory is gotten up in a handy manual form for ready desk reference. Those buyers who have failed to receive their copies can secure the 1932 edition by directing their request to Mr. George P. Williams, Secretary-Treasurer, National Syrup and Molasses Association, P. O. Box 419, Kansas City, Mo.

A CHANGE IN PIGGLY WIGGLY PLANS

THROUGH Albert H. Morrill, President, Piggly Wiggly Corporation, subsidiary of The Kroger Grocery and Baking Company, announces that it has cancelled all Piggly Wiggly franchise contracts held by National Tea Company through its subsidiaries. This affects 118 Piggly Wiggly stores operated by National Tea Company subsidiaries in Chicago, Milwaukee, Minneapolis, St. Paul, Des Moines, Rockford, Davenport, South Bend and smaller cities in Minnesota, Wisconsin, Illinois and Iowa.

A new corporation, Great Lakes Piggly Wiggly Company with J. R. Peters as President, will be granted the Piggly Wiggly franchise for Chicago and surrounding territory, and Piggly Wiggly stores of the Master Deluxe type will be opened by the new Company in the near future. Additional stores will be opened as rapidly as locations can be secured. The new franchise calls for a total of 250 stores in the territory.

Negotiations are under way for the Piggly Wiggly franchise for all of the other territory affected, and within a short time the latest modern type Piggly Wiggly stores will be in operation there.

Piggly Wiggly Corporation is considering the leasing of space in the Chicago World's Fair Ground for an exhibit of a thoroughly up-to-date, modern, self-service "food mart," demonstrating the economies in time, space and money of its type of scientific retail distribution. The Corporation feels that the Chicago Fair in 1933 will probably be the outstanding means of demonstrating its business to the nation.

NEXT WEEK

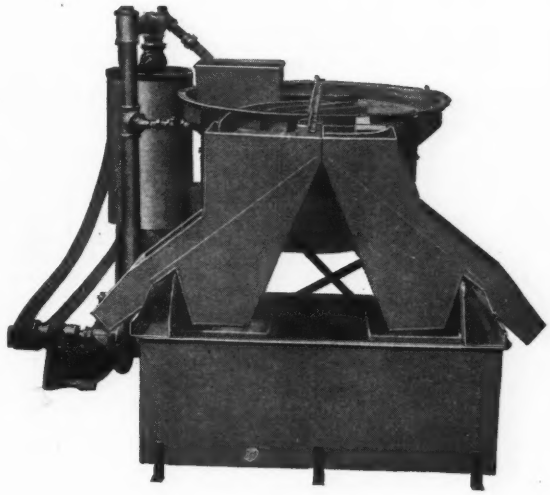
THE Spray Calendar, begun last week, will be continued—and finished—next week. Lack of space prevented this issue.

TWO NEW MACHINES For PEA CANNERS

LEWIS IMPROVED QUALITY GRADER

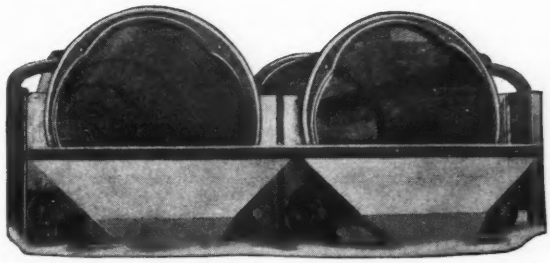
For peas, lima beans, etc.

How often it is true that "the simplest is the best". The Lewis Quality Grader or brine separator for peas, lima beans, etc., is the simplest and most moderately priced machine ever built for this purpose. Dozens of them were installed during the 1931 pea season and proved beyond the shadow of a doubt that they are the best quality graders ever built.
Not an operating part in it except the pump. The job is done entirely by currents of liquid brine, gently yet positively.
The Lewis Grader makes a highly accurate separation of the tender and firm peas. It assures only fancy peas in your fancy grade. It even increases the quality of your lower grades through eliminating lack of uniformity.
Whether the large percentage of your peas runs to fancy, extra standard or standard, you need this fine machine. If you are a standard packer, the Lewis will insure your peas grading standard according to the McNary-Mapes requirements. This is important. The Lewis machine can earn its cost for you many times over the first season.
Its price is ridiculously low.
Won't you write us for complete information.



SPRAGUE-SELLS TWIN REEL CLOVER-LEAF PEA GRADERS

The outstanding improvement in pea graders in recent years is the adopting of the cloverleaf type of screen which gently brings all of the peas into contact with the surface of the screen and entirely eliminates whipping.
Another important forward step is the twin reel system, obtaining double the capacity of old style large diameter graders in the same floor space.
Both these features are combined in the new Sprague-Sells Twin Reel Cloverleaf Graders. They are built in two types, the progressive, in which grading progresses from smallest to largest sizes uninterrupted, and a brand new regrading grader in which both preliminary grading and regrading are done on a single level. This regrading twin reel grader gets away from double decking, saving not only floor space but head room.
One of these new machines will fit your present grading room and double your capacity and grading efficiency.
Let us send you full information on the advantages of the Cloverleaf principle and the Twin reel system.
Write us today.



Other New Sprague-Sells Machines for 1932

Olney Duo Washer
Motor Driven Blancher
Combination Corn Cutter
High Pressure Corn Washer
Hi-Speed Filler
Motor Driven Husker
Peerless Juice Filler
Peerless Giant Washer

Send for supplement to catalog S-100 covering all new machines in our line.

SPRAGUE-SELLS CORPORATION

Div. of Food Machinery Corp.

HOOPESTON - - - - ILLINOIS

Spring Meeting Tri-State Packers Ass'n

Lord Baltimore Hotel, Baltimore, Md.
April 12th and 13th, 1932.

THE Spring meeting of the Tri-State Packers was a small one in number, so far as attendance of canners is concerned, but it was to be noted that the leading canners of the three States, and from Pennsylvania as well, were present.

President F. Hall Wrightson called the meeting to order at 10:50 A. M., and after briefly reviewing some of the things they have been busy on, as for instance, the Sales Tax, the Perishable Products Tax of $10.00 on canners, the job of balancing their budget and reducing expenses by at least 20%, he called on Secretary-Treasurer Dashiell.

Appeals for Members

Mr. Dashiell explained that his financial report is made to the Board of Directors. He made a passionate appeal for an increase in membership for the Tri-States. As is known, Mr. Dashiell is the first and only Secretary of this organization, through its various changes and alterations, and since the very beginning he has tried to impress upon the canners of this section the importance and value of being members of this now very active Association. He made his appeal this time in the light that he would like to see this condition exist before he closed his services with the Association. Why shouldn't the canners in this section be as closely knit together as any well-organized family? Every canner is interested in every other canner's business, and they are merely preyed upon when one canner is pitted against another and the old spirit of jealousy or antagonism kept alive. He pleaded for that college spirit which makes one of the whole class and that if that existed, no canner would think a fellow canner unfit to be depended upon, much less the crook that some seem to consider all others. At the small cost of Association Dues there ought to be this splendid working body of canners like a great canners' club. And if this existed, it would benefit every member in it, and the entire industry, and more than that, would save every individual canner one hundred times the cost of his membership every year. If you doubt that, take your pencil and figure out what you pay when you meet somebody else's supposed price, a cut of 5c per dozen, and often more. And think what it would be if working in close harmony: acreages could be controlled so as not to produce more than is good for the industry; quality governed so that the world would turn instinctively to this section, knowing it would always get desirable quality from any member of this Association.

Mr. Dashiell has often pointed out these benefits, but he has never been able to get team work that common sense and the importance of the matter would seem to make natural.

Chairman Wrightson next introduced the Field Secretary, Frank M. Shook, for his Semi-annual Report. This was put in printed form and handed to all at the meeting, but as Frank says, he finds it hard to follow a set copy of any address and he did not follow his, but gave one of his real point-blank talks which all like so much.

The following is the official report:

REPORT OF FIELD SECRETARY
TRI-STATE PACKERS' ASSOCIATION, INC.
STANDARDS UNDER THE McNARY-MAPES AMENDMENT

The industry has now been operating nine months under the provisions of the McNary-Mapes Amendment and while this is possibly too short a time on which to base an opinion as to the wisdom of the law and the benefit accruing to consumers thereunder; sufficient time has elapsed and enough experiences have been undergone on which to base conclusions regarding the standards promulgated by the Secretary under the provisions of the Amendment.

Of course, no one expected the standards as first promulgated to be final or for that matter perfect. The industry, however, has shown a disposition to withhold judgment pending a fair trial. It is now felt that this test has been made and in response to requests a hearing on these standards is definitely set for April 14th. Your Secretary has been deeply concerned by the fact that due consideration in the formulation of standards under the Amendment has not been given to commercial practice and consumer preference. It is his strong belief that an arbitrary false standard set up under the strong arm of law cannot become any more effective in changing the public opinion of the quality of canned foods than has similar action under law affected the public opinion regarding articles for drinking.

Of even far more reaching effect, however, is the fact that standards promulgated by the Secretary of Agriculture under the McNary-Mapes Amendment and under the Federal Warehouse Act are not in conformity. It is apparent that as long as this situation exists we shall have chaotic conditions with resultant burdens and embarrassments on the industry. The whole basic principal back of the proposal which found expression in the McNary-Mapes Amendment was the separation by plain demarcation of commercially sub-standard canned foods from commercial standards, with the hope of making it impossible for any canner or dealer to foist a commercial sub-standard article on an unsuspecting consumer.

Unfortunately this object which it was hoped to obtain has been side-tracked until now, as a matter of fact, a canner may find that a commercially fancy product is relegated to the sub-standard classification under the McNary-Mapes method of determining standards and this along with corresponding injustice to the housewife who in her search for a canned product of fancy quality would be guided away from the very can which she otherwise would select were it not for the sub-standard designation on the label.

In view of the hearing above mentioned it is hoped that the canners at this convention with their practical knowledge of canning and distribution and from observations of samples graded at the meeting will instruct the representatives of the Association definitely in such a manner as will lead to a co-ordination of the standards under the Federal Warehouse Act and the McNary-Mapes Amendment so that the requirements are the same and that a standard product graded under one of these may in fact be a standard under the other law.

Naturally the Tri-State Packers' Association with all its activities in the past in the introduction and promulgation of the score sheet method of grading has found general satisfaction and has fully approved standards under the Federal Warehouse Act whose determinations are based on score sheet findings.

THE PROPOSED TAX ON CANNED FOODS

As soon as the Association was notified that the Ways and Means Committee had included in the Revenue Bill a proposed Manufacturers Excise Tax on canned foods we became active in objections to the measure. A canner was selected in each county of the Tri-State and Eastern Shore of Virginia to direct the work of opposition in his respective country to the proposal. We suggested that the local Farm Organizations and the Women's Clubs in each country protest to their Congressman and U. S. Senators against a tax on canned foods. Meanwhile the officers of the Association interviewed several of the Congressman and U. S. Senators and arranged for the introduction of an Amendment both in the House and Senate for the exemption of canned foods from the tax.

It was pointed out that the proposal was unjust and discriminatory in that it discriminated against canned foods and in favor of fresh foods which were not to be taxed and also it discriminated again the laboring class of people and in favor of the well-to-do and wealthy whose budget for the table was not limited and who therefore would be in position to supply their table without recourse to food bearing the tax.

CORN EARWORM

The Association has been much concerned about the ravages of the corn earworm. Losses from this pest run into many thousands dollars each year. Working toward a definite program on plans for the control of the earworm the officers of the Association requested a conference at College Park which was held on February 24th. This conference had in view bringing all information up to date in connection with the life habits of the corn earworm with a full discussion of control methods that had been tried.

TOMATO SEED

The Assciation is continuing its policy of saving a moderate amount of certified Marglobe tomato seed and also the Tri-State

HAMACHEK'S IDEAL GREEN PEA HULLING MACHINES

Their use insures more thorough hulling, a better pack and a larger profit.

CATALOGUE ON REQUEST

FRANK HAMACHEK MACHINE CO.
Kewaunee, Wisconsin

MANUFACTURERS OF
IDEAL VINERS, VINER FEEDERS, ENSILAGE DISTRIBUTERS and CHAIN ADJUSTERS
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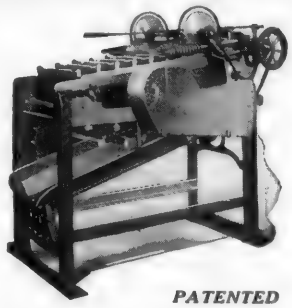

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MORRAL BROTHERS

MORRAL, OHIO

Manufacturers of
THE MORRAL CORN HUSKER
Either single or double
THE MORRAL CORN CUTTER
For whole grain or cream style corn
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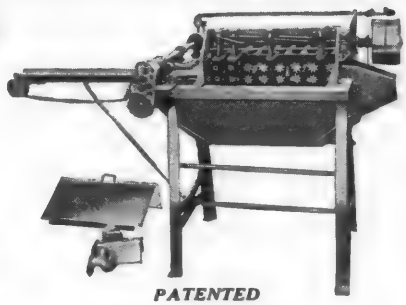
and other machinery
It will pay to write for our prices and further particulars



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MORRAL BROTHERS, Morral, Ohio

BROWN BOGGS CO., Ltd.,
Hamilton, Ont., Sole Agents for Canada

COLONIAL BOY COPYRIGHTED

PEAS : PEAS : PEAS
BEANS : BEANS : BEANS
CORN : CORN : CORN

Do you need Peas, Beans, Corn, Tomato, Beet, Spinach or other seeds for Spring or Summer planting? If so, write us for prices. We can make you attractive prices.

Before placing your order for delivery after the 1932 crop, let us quote you.

D. Landreth Seed Company
BRISTOL, PA.

FOUNDED 1784.

Baltimore Seed for distribution mainly to the canners of the Tri-States who are interested in having available a supply of pure seed adapted to their territory. Through the cooperation of the Extension Department of the University of Maryland these two strains are being constantly improved by hill and row selection. It is contemplated this year to lay ground work for including the Pritchard variety provided it proves to be a desirable canning house tomato. Plant and row selection of this variety will be made this year as a source for seed stock for 1933.

STATISTICS

Under the guidance of the Advisory Council the Association has continued its work in the collection and dissemination of statistics. This data coming to canners at stated periods are doubly valuable because they offer the opportunity of comparing stocks carried at periods of sixty days which really shows distribution during intervening periods. Coupled with the weekly sales reports the information is complete in both respects.

FOOD GUARANTEE

The form of Food Guarantee worked out in a joint meeting a year ago is still being used by our canners in the absence of an agreement between the Canners Association and Distributors Organization on a form that is acceptable to all parties of interest. Copies may be had on application at the Easton office.

BACTERIAL CANKER

This destructive disease on tomatoes was rather widespread in our territory in 1931. Investigations by the Canning Crops Specialists developed two sources of disease. There is no question but what it was brought in on Southern plants. The other source was from diseased seed. It is to be regretted that those who as a matter of convenience prefer using southern plants at the risk of importing a lot of destructive diseases, and those who as a matter of false economy insist on buying seed of unknown origin and about which nothing is known concerning its freedom from disease should not alone suffer the losses incurred, but unfortunately diseases developing from those two sources cannot be localized. Good clean plants can be grown in the south and are grown there but the risk of getting diseased plants is sufficiently great that canners depending upon this course of supply should have a plant pathologist supervise their production.

For the buyer of tomato seed there is an abundant supply of properly certified seed which is produced under the supervision of a State Seed Certification Board that operates under strict requirements. This gives him a source of seed of the highest possible quality, of good germination and free from disease.

FEDERAL GRADES FOR CANNING CROPS

Buying tomatoes on the basis of U. S. Grades has become so widespread not only in the Tri-States but in the great producing sections elsewhere that it might be considered a fixture. While the mixed method of buying tomatoes in this territory, that is, part contract and part on the open market complicates the situation the extensive trials of 1931 demonstrate that it is quite practical and advantageous to buy on the U. S. Grades whether by future contract or on spot purchases.

The Field Secretary addressed several meetings of canners and growers in which he pointed out that the canning industry was in no position to assume the burden of the tax proposed and they would therefore either have to pass it on to the consumers or back to the producers of canning crops. Owing to competitive conditions it was felt there would be slight likelihood of the tax being passed on to consumers and therefore growers were warned that it would be passed back to them and reflected in prices canners would pay for raw stock. We are happy to say the many protests sent in demonstrated fully to Congress the sentiment of the people against the proposed tax and consequently the entire line of canned foods were early eliminated from the proposed Bill.

IMPORTS

To those who were in the thick of the fight when the Tri-State Packers' Association was battling for a 60% duty on canned tomatoes and eventually succeeded in getting the 50% rate, it is a question of how bad conditions might now be among tomato canners if the Association had failed in its efforts and the present rate of duty were only 25 or 35%. Time and space will not permit a full recital of this important victory won by the Tri-State Packers' Association to the lasting benefit of every tomato canner in the country. From the very beginning of the collection and assimilation of data on which to base the request for the highest possible duty the situation would justify, resistance from within the industry, both organized and unorganized, had to be overcome. That it was overcome and that the ideas of this Association finally prevailed is a matter of record.

Even with the present rate of 50% the imports of canned tomatoes and tomato products to this country are appalling and seem to be in sufficient quantity to keep the market for our domestic product practically lifeless. It is a matter of great concern that the imports from Canada in January were 29 times the entire year of 1931 and the imports for February were 27 times the quantity brought in in 1931.

Depreciation on the currency of some of the importing countries tends to nullify the rate of duty.

Senator Goldsborough and Congressman Goldsborough have introduced Bills to equalize Tariff duties by compensation for depreciation in foreign currencies, which, if enacted, will correct the inequalities now existing and would at once enhance the price at which Canadian tomatoes could be delivered in our markets.

With our domestic products selling at less than cost of manufacture it would not be amiss for this Association to petition the Tariff Commission to recommend an increase in the rate of duty on canned tomatoes and tomato products, with a view of placing the selling price of the imports on a parity with the domestic product.

EXEMPTION FROM LICENSE UNDER THE PERISHABLE AGRICULTURAL ACT

The Association has been active in efforts to lighten the burden of the canning industry and on its initiative Senate Bill 2627 was introduced by one of the Maryland U. S. Senators and has already passed the Senate. President Wrightson and the Field Secretary made a trip to Washington and held a conference with persons in the Department of Agriculture where an agreement was reached on the wording of the Amendment. The Association endeavored to have the exemption include all canners but to this proposition the Department of Agriculture objected and after a days conference an agreement was reached providing for an exmption from the license and tax of all canners whose purchases of raw stocks are confined to the state in which their cannery is located.

When this Amendment is finally enacted it will save all canners of that class the $10.00 annual fee for licensing.

WILT RESISTANT PEAS

For the past several years Dr. C. E. Temple has been active in developing a strain of Alaska pea seed that is Wilt Resistant. The strain he is working on has proved so promising, not only in the Tri-States, but in trials in New York and Wisconsin also, that the multiplication of the seed on a commercial scale has now been arranged for.

Trial tests of Wilt Resistant seed in which this Maryland seed is included are being made in Maryland this year. The pea packers of the Tri-States will be kept closely advised of the results and of seed available.

We desire to direct attention to some experiments conducted in Ohio in 1930 and 1931 in which tests were made to measure the depreciation in weight and quality of raw stock when held at the cannery. It was found that tomatoes held for a day and a half shrunk five and five-tenths percent in weight. The decline in the quality of the raw stock was as follows:

The U. S. No. 1 lot after 16 hours contained only 75 percent, U. S. No. 1 tomatoes, and after 39 hours contained only 34 percent. Culls increased from 13 percent at the time of the original sampling to 24 percent 16 hours later and 54 percent 39 hours later. The entire experimental lot after 39 hours was almost wholly unfit for use and was dumped. Even that portion graded as U. S. No. 1, when received at the factory. had deteriorated materially.

In Maryland during the canning season studies of the causes of No. 2 stock and of culls will be made with the idea of eliminating as far as possible the contributing causes and thus produce better quality raw stock. In addition it is proposed to assign an inspector to grade various lots of tomatoes at plants buying on the flat basis, in order to contrast this stock with that received by canners who buy on the graded basis.

Studies of deliveries of corn will also be made looking toward the feasibility of buying that product on grades.

CREDITS

Knowing from experiences in other years the heavy losses suffered by the industry due to some of the canners attempting to operate beyond their financial ability and thereby getting themselves in a position were they had to force their goods on an unwilling market, the Association called a meeting of the Advisory Council to consider what might be done to avert as far as possible such a situation from arising this year.

The Advisory Council, consisting of canners, brokers, and supplymen, felt that the individual canner should have his attention called to the necessity of making proper financial arrangements in advance of his commitments for acreage for the 1932 pack.

Acting on this suggestion the Association sent each canner in the Tri-State territory a letter under a special delivery stamp in which the situation was reviewed. It was pointed out to the canners that banks everywhere were woefully lacking in their loaning capacity and consequently, with the depressed spot market, the lack of a future market, the restricted credits that could be extended by banks, as well as the tightening up of the credit extensions of the supply people it was absolutely necessary for the canner as the first move for the 1932 pack to establish his line of credit and then keep his operations within that line. Copies of this letter were sent to Associations in other sections of the country and have brought forth many words of congratulations as being timely and of great importance to the industry.

FEDERAL TRADE COMMISSION

Recently the Federal Trade Commission issued two sets of rules developed at a conference of distributors. These rules designated as Group I and Group II have been giving a great many canners a lot of concern and in order to clarify the situation the following letter is quoted:

FEDERAL TRADE COMMISSION WASHINGTON

March 21, 1932.

Gentlemen:

Your letter of March 17, 1932, addressed to the Federal Trade Commission, has been referred to this Division for attention and reply.

Rule I Group I deals with commercial bribery and is aimed at the person who makes the secret payment or allowance. The question of whether the buyer is equally guilty has not been determined in any case before the Commission. If the rule is violated the Commission will issue its complaint, which is tried out in much the same manner as a case before a court. If the charges are proven, the Commission issues its order to cease and desist. The order to cease and desist is then reviewable before the United States Circuit Court of Appeals, which has the authority to approve the order as issued by the Commission, or to modify it, or to revoke it. If violated after approval or modification by the court, the respondent is then in contempt of court and may be punished either by fine or imprisonment, as the judgement of the court may dictate.

Group II rules are not ordinarily enforceable. It depends entirely, however, upon the facts presented as to whether the law has been violated. Thus, with reference to one Group II rule, over one hundred complaints have been brought. Whether a rule is enforceable or not, every self-respecting concern which accepts and agrees to be bound by such rule is expected to abide by its self-imposed obligation.

Very truly yours,
M. MARKHAM FLANNERY,
Director Trade Practice Conferences.

MMF:EES

BALANCING THE BUDGET

The Officers and the Board of Directors of the Association, realizing the conditions of the canning industry, yet fully appreciating the fact that there would be a tremendous amount of work for the Association to do this year pared down the budget to the last nickel in an effort to meet the situation. This has been done by cuts in salaries, reductions in expenditures and trimming costs all along the line, keeping, of course, in mind that in such times as these canners have more problems to be handled in a co-operative way than usual. The industry has responded splendidly to this plan with an unusual support in membership, which undoubtedly will be augmented during and after the convention.

Chairman Wrightson next introduced Mr. Preston McKinney of the Canners League of California, and Mr. McKinney responded expressing his appreciation for the fine spirit shown in permitting him to attend the meeting and to confer with them on their common troubles. He remarked that canners on the Coast are having their troubles and it is a joy to meet others whose problems are similar.

TESTING PEAS FOR TENDERNESS

Chairman Wrightson next introduced Mr. Maurice Siegel to speak on the question of "Results on Test of Tomatoes and Peas According to the Proposed New Mapes Standards."

Mr. Siegel, by means of charts, showed the results of testing peas according to the old machine pressure method adopted last year, and by the new proposed quality brine test method. He showed that the machine test method is tedious and uncertain because it calls for the testing for tenderness of one of the cotyledons (which in plain parlance means one-half of a pea after skin has been removed) and it now developes it is very largely a matter of luck as to which half of the pea is used for the test, because the two halves apparently do not run alike in tenderness. And yet this "Goldberg" method of quality testing, as difficult as it is, and from which he warned all canners to stay away and by no means to buy the machines offered for this purpose, is nevertheless preferable to the brine test.

In his examinations he found that under present circumstances the Department would probably consider mealy peas as hard, and, therefore, subject to the sub-standard charge. This would be an injustice and hardship on the packers of this section, because it is a fact that peas grown in this district show a greater starch content, or what is termed mealiness, than peas grown in more Northern climes. There are those who very much prefer the mealy, pleasant taste of these peas to the melting taste of the Northern grown peas, and it would be a signal injustice to brand them as sub-standards.

Mr. Siegel gave it as his opinion after the extensive tests, that the 1-13 brine solution will not work. Under this test soaked peas will pass as Standards. He warned canners to leave this mattter of pea tenderness decision to the experts, and not to worry their heads about it. It is too intricate a matter for any layman to tackle.

He introduced a new thought in that the liquor on the peas may soon come to be an indicator of the quality of the peas. He has been making some extensive experiments along this line and definite determinations look possible.

In the discussion following Mr. Siegel's demonstration, much was made of how the Department at Washington calls in women from the Domestic Science club and elsewhere to pass on cut samples of canned foods and express their ideas as to quality. It was shown that when these women came to a can of peas showing murky or cloudy liquor, they would not even stop to look at them, and other traits in accordance.

As a result of this the remark was made that this sort of sampling is merely setting up a "high-brow standard" and that it is not this class of consumers who buy and use canned foods, but the women of moderate circumstances and lower. This brought a tart reply from Mrs. Fritchie, President of such a club here in Baltimore, and who said that they were using their best endeavors to educate all classes of women to buy canned foods intelligently.

TOMATOES

Mr. Siegel next went on with the results of his examination of canned tomatoes, and his listeners were interested when he stated that they had examined canned tomatoes from many sections and that if any section thought it was free of the trouble experienced in keeping the skin content low enough, it might be well to examine cans and be sure. His examinations of tomatoes from various states showed the following:

	Number of cans	Excess skin
Arkansas	48	8
Indiana	48	3
Missouri	111	16
Ohio	43	2

As a matter of fact they found quite a number of Fancy Tomatoes which would have been placed in the sub-standard class due to this excess skin content and even more extra-standards that would suffer the same penalty. Clearly this was not the intent of the Law when first suggested.

In the examination for drained weight, it was found that 45 to 50% was easily enough maintained in all sizes of tomatoes except No. 10's, but that in No. 10's it was very difficult to keep up to that high average, especially if the goods were shipped any distance. He replied to a question that if they hoped to keep 50% in No. 10's the cans must be water cooled after processing.

TUESDAY AFTERNOON

The Afternoon Session was called to order at 12:45 by President Wrightson who introduced Mr. Thomas D. Holder to outline the canning crops' program for 1932.

CANNING CROPS PROGRAM FOR 1932

Extension Service, University of Maryland
By T. D. HOLDER

THE 1932 extension program in canning crops for Maryland has been planned with the assistance of a committee appointed by Director T. B. Symons, composed of Messers. C. G. Woodbury, A. D. Radebaugh, E. P. Walls, H. A. Hunter, L. M. Goodwin, L. C. Burns, W. H. Evans, W. R. McKnight and T. D. Holder.

A meeting of this committee was held on December 15th, at Baltimore (a day prior to the annual fall meeting of your Association), at which time proposals submitted by the members have formed the basis for the 1932 program of work. The projects cover only the principal points of production and disease control of the important crops grown for canning, and are intended to aid in the improvement of quality, improve the efficiency of production, and assist in the marketing of canning crops throughout the canning crop counties of the state.

SNAP BEANS

1. **Seed Sources**—As a means of reducing losses from anthracnose disease, canners and growers are advised to secure snap bean seed from the semi-arid regions of the West.

2. **Seed Source Tests**—Seed from different seed producing sections will be tested in Maryland to determine the best source for local conditions. It seems highly desirable to test seed from the newer production centers as they are developed.

3. **Rotation**—Tests conducted in Maryland indicate that the anthracnose organism may live over in the soil for two years. Canners and growers are therefore advised to rotate accordingly in growing the snap bean crop.

4. **Variety Tests**—Tests including various commercial varieties now used by canners will be conducted to observe their performance with reference to yield, disease resistance, and quality. One such test arranged at the Ridgely sub-station will include the following varieties, Burpees Stringless Green Pod, Giant Stringless Green Pod, New Stringless Green Pod, Full Measure, Stringless Green Refugee and Konserva.

5. **Harvesting Tests**—It is planned to secure the cooperation of the Experiment Station in conducting a test to determine the effect of frequency of harvesting snap beans on the cost, total yield and quality.

LIMA BEANS

1. **Germination**—Information will be obtained for canners and growers on the germination of commercial seed stocks and the results made available prior to time of planting.

2. **Seed Stock Tests**—In as much as a quantity of home grown lima bean seed was saved in 1931, it is recommended that a check on the results obtained with this seed as compared to commercial Western seed be made in 1932.

PEAS

1. **Time of Seeding**—Early planting as a means of increasing yields and quality will be prompted in an effort to influence growers to plant as early in the spring as weather conditions permit.

2. All growers will be urged to adopt a four or five year rotation as an aid in the control of diseases such as root-rot, wilt and blight.

3. **Inoculation**—Proper artificial inoculation of peas is recommended as a substitute for growing two or more crops in the same land in order to obtain natural inoculation.

4. **Seed Trial Plots**—It is planned to cooperate with the Horticultural Department in conducting trial plots to test annually various lots of seed used by canners in this State.

5. **Wilt Survey**—It is suggested that survey of the wilt-infested areas in Maryland be made in 1932.

6. **Wilt Resistant Strains**—Further trials to determine the resistance to wilt of Maryland Alaska and other strains of wilt-resistant peas will be conducted. Two tests, including four strains of peas have been arranged. These trials will be conducted on an acre basis in order to obtain yields based on viner weights.

7. **Effect of Gypsum on Control of Root-Rot**—Two tests to observe the effect of gypsum on the control of root-rot have been arranged. Gypsum for these tests were furnished by the Universal Gypsum and Lime Company.

8. **Broadcast vs Row Method**—Observation will be made on broadcast vs row method of seeding peas on yield per acre, costs and net returns.

SWEET CORN

1. **Seed Saving**—Individual canners, who desire to improve their seed stock by selection, will be assisted by the canning crop specialists.

2. **Hybrid Strains**—Tests and field trials will be conducted with the most promising first generation hybrid strains of sweet corn to determine those which are better adapted for Maryland.

3. **Seed Treatment**—It is recommended that all early planted sweet corn be treated with organic mercury dusts as an aid in the control of root-rot diseases.

4. **Sweet Corn Contest**—Cooperation will be given the canning companies in conducting sweet corn contests with their growers.

5. **Study of the Quality of Sweet Corn**—It is suggested that a study be made of the quality of sweet corn to analyze the deliveries made by growers to canneries in order to determine whether the quality of the raw product may be improved through some system of buying on grade, with advantage to both canner and grower.

TOMATOES

1. **Variety Trials**—Trials with new and other commercial varieties will be conducted to determine yield, resistance to disease, and quality for canning. Extensive trials with the Pritchard variety will be made this season in all canning crop countries. A variety test will be conducted at the Ridgely sub-station which will include varieties and strains of commercial canning varieties.

Growers are advised to use recommended varieties which have proved desirable in variety tests. Wilt resistant varieties are recommended for those sections where the disease is known to occur.

2. **Seed Saving and Certification**—Cooperation will be given the Tri-State Packers' Association and E. V. Stockham, Inc., in their seed saving and certification work, and to any other organization meeting the requirements of the seed certification board.

3. **Early Plant Production**—Early field setting of tomato plants will be continued as a recommended practice for Maryland growers. The use of the cloth-covered cold-frame, which is the most practical means of producing plants for early field planting, will be recommended.

4. **Seed Treatment**—It is recommended that tomato seed be treated for the control of seed borne diseases.

5. **Spraying and Dusting Tomato Seedlings**—It is recommended that tomato seedlings be thoroughly sprayed or dusted in the tomato bed as an aid in controlling insects and diseases.

6. **U. S. Grades for Raw Stock**—Cooperation will be extended the marketing specialists, canners and growers in the promotion of buying tomatoes on a basis of Federal grades.

It is suggested that a study be made of the quality of raw tomatoes delivered under the grading and inspection system, to discover the reasons for poor quality and high quality deliveries, to the end that the conditions responsible for production of U. S. Grades No. 2 and cull tomatoes, (whether due to variety, plants, soil, fertility, diseases or other cultural practices), may be remedied and the average quality of the raw product improved.

7. **Fall Plowing**—Fall plowing is recommended, when practicable, as an aid in the control of leaf spot diseases.

8. **Ten-Ton Tomato Club**—The Ten-Ton Tomato Club will be continued as a means of increasing the efficiency and raising the quality of raw stock.

9. **Spraying and Dusting Tests**—Further tests will be carried on in cooperation with the Georgia Experiment Station as to the value of spraying and dusting of seedling tomato plants, specifically applied to those shipped from Georgia to Maryland.

10. **Bacterial Canker**—Canners and growers should make an effort to obtain disease free tomato seed in order to prevent losses from bacterial canker. State certified tomato seed is recommended if there is any doubt as to the quality of other commercial lots.

BETTER QUALITY CROPS

The next matter on the program was "Echoes from the Past Canners' Schools and Recent Experiences in Cultural Practices." Mr. Charles G. Woodbury of the National Canners Association was called upon and told his listeners that they would do well to go back and get out the reports of the 1928, 1929, 1930 and 1931 Canners' Schools, and study those direct questions and answers, because they apply as well today as they did in those days, and they are all direct information on better crop growing. He warned the canners that now is the time to study costs and to bring about more efficient agricultural and production methods; not increased acreage but increased quality from reduced acreage so as to reduce costs as represented in the quantity cans from a given quantity of produce.

He instanced the importance of buying crops on the U. S. Graded basis. Definite figures are now at hand on this so that there is no longer any speculation about it. In one section in New York State where the canner permitted the grower to select his own pieces of land, and farm them as he pleased, there resulted a yield of tomatoes which ran 44% No. 1's, 45% No. 2's and 11% culls. In the same section a neighboring canner had his field men confer with the growers and select proper tomato ground, with the result that this canner received 70% No. 1's, 29.3% No. 2's and the culls amounted to but 0.07%. It does not do to merely permit the growers to plant a contracted acreage on any piece of ground at all. It will pay the grower and the canner to give careful attention to where the tomatoes are grown.

Mr. Woodbury explained this new Seed Loan by the Government. He said the Reconstruction Finance Corp. has allocated $50,000,000 to help the growers but that application for it must be in hand by April 30th. Where loans are made the Government takes a mortgage on all crops growing or to be grown. The canners will have to be careful that they are not buying and paying for crops that are mortgaged to the Government. In every locality there are officers who have a list of all such loans, and the Government will furnish these lists to the canners so that they may check any contracts in hand or growers from whom they buy crops. Every County has a record of such loans and the Government may come back on the canner if he has bought and paid for crops not properly belonging to the grower.

Mr. S. B. Shaw, in charge of the Grading and Inspection work in Maryland, made a most interesting report and one which we hope to give our readers at an early date. Mr. Shaw has promised to put this in form for us, because he spoke from charts, and therefore, was not easily reported. Any one who can look at the results obtained by buying under U. S. Grade as shown by Mr. Shaw, would not willingly or with his eyes open ever buy on open market again. No canner can afford to buy tomatoes, 52% of which are lost in skinning and preparation. He answered the thought in the back of many minds that the expense of this inspection, $50.00 per week is too heavy. As a matter of fact the 20 canners in Maryland who bought on grade during 1931 profited from $90 to $5,000 in actual close figuring.

Mr. Shaw instanced the wonderful success of the Tobacco growers in Maryland who responded to the demand for quality crops. As a result Maryland Tobacco brought the highest prices in the country all during last season. That was due to buying on grade and the absolute refusal of all culls.

The next subject on the program was the "Results of 1931 Tests of Blanching and Processing Peas," by LeRoy V. Strasburger. This proved to be one of the most interesting and important features of the meeting and we give the report in full herewith.

BLANCHING OF PEAS

LEROY V. STRASBURGER,
Director, Technical Service Department, Metal Package Corp.

AT the annual convention of the Tri State Packers Association in December 1930 a number of samples of canned peas were opened in an endeavor to determine the effect of varying periods and temperatures of blanching. No real information was gleaned from this cutting as the peas had been packed in a dozen different plants, from sieve sizes varying from 1 to 4's, from peas varying in maturity, and blanched for periods of time ranging from 1 to 15 minutes at temperatures ranging from 180 to 212° F. In addition, the processes employed ranged from 18 minutes at 235° F. to 40 minutes at 240° F. When these facts were brought home to the assembled packers they suggested that Mr. Shook and myself should undertake some controlled experiments during the spring of 1930.

The fiasco of the 1930 season, when all of the peas were baked instead of boiled, still remains an unpleasant memory. Early in 1931, however, we started our experimental work which was carried on largely through the courtesy of the Eastern Shore Canning Co., at Machipongo, Va.

We decided to limit our experiments to a single sieve size and selected the No. 4 Alaska pea for the work at hand. All of the peas used were taken from the same lot, representing the cutting from a single field. The peas were vined, run through a clipper cleaner and then graded for size. The temperature of the blancher was adjusted to the desired temperature (thermometer placed at the discharge end) and the variable speed pulley set for the duration of blanch desired. The peas were run through as rapidly as possible so that there would be no material change in their composition on standing. After blanching, the peas were washed with a spray of cold water in a rotary washer, the defective peas removed from the sorting belt and the remainder filled into cans with the addition of hot brine. The brine used was prepared by adding 14 pounds of pure salt to 65 gallons of water (21.5 pounds to 100 gallons). All of the experimental cans were processed in the same retort crate for 30 minutes at 240° F. in dry steam and thoroughly cooled immediately. One experimental run was made on the first day of the pack and a second run made ten days later when the peas were somewhat mature.

Before we proceed with a discussion of the results obtained from these tests it might be well to consider the reasons that have been advanced for making the blanching of peas an integral part of the canning procedure. These may be listed as follows:

1. To remove vine juice, dirt, dust and adhering debris that is ineffectively removed by washing with cold water.
2. To remove the gases from the tissues and cells of the peas.
3. To obtain a uniform swelling of the peas and a uniform fill of the can.
4. To soften mature peas.
5. To obtain a clear liquor.
6. To preserve a good green color.
7. To improve the flavor of the finished product.

Does the blanch actually accomplish these results?

1. There is no doubt that the mechanical vining of peas does liberate varying amounts of juice from the pods which may cause the peas to become sticky or gummy on protracted standing. Such material is more readily removed by hot water than by cold water. Kohman has recently shown that mechanical injury to the peas starts enzymic action which results in rapid deterioration and flavor changes. His initial report indicates that a short blanch immediately after vining inhibits further deterioration.

2. Peas normally contain air and other gases in the individual plant cells. Part of this gas is forced out of the peas during blanching. Unblanched peas or peas that are blanched for a minimum length of time often exhibit air pockets directly under the skin. When peas are not blanched the gases are liberated during processing and build up a tremendous pressure within the can. This strains the can and also destroys the vacuum which is created when the can is filled with hot brine.

3. If it were commercially possible to bring all of the peas into the plant when they are tender, succulent and immature there would be no difficulty in securing a uniform fill of the can. Slight variations in maturity and the tendency of the peas to lose moisture rapidly after removal from the pod makes the blanch necessary to secure uniformly filled cans.

4. Blanching, even for a protracted period of time at the boiling point has not appreciable effect on the softness of the finished product. There likewise, seems to be an increase in the number of splits and empty hulls when the temperature and period of blanching is increased. In addition it has been found that where blanching is carried on in water that contains substantial amounts of calcium or magnesium that a decided hardening of the peas takes place.

5. H. R. Smith of the National Canners Association has recently shown that the clarity of the liquor in canned peas is largely governed by the condition of the starch which they contain. When the water level during the growing period is low there will be a greater tendency to form cloudy liquor than when the ground moisture level is normal. Starch dissolves out of the peas during the process and for a short period of time remains in solution. After the peas stand for a while in the can the starch precipitates out and a cloudy liquor results. Cans examined shortly after packing are distinctly superior in appearance to those cans of the same lot one month later. If market conditions are favorable, the packer of Alaska peas will find it advantageous to sell immediately after packing. Cans that border on extra-standard at packing time will most certainly grade as standards a month later.

In determining the effect of blanching on the clarity of the liquor we endeavored to measure the turbidity rather than judge it. For this purpose we constructed a turbidimeter out of equipment that is available in any laboratory. The objective mirror, ocular and condenser were removed from a microscope and a small Daylite lamp placed under the stage so that the light was directly in line with the aperture. A glass slide was placed on the stage and a hair of .3 m. m. thickness was placed across the slide. A flat bottom test tube of the type used for colometric pH determinations was then placed over the hair and in the tube of the microscope. The liquor drained from the peas was then placed in the test tube by means of a calibrated pipette until the hair just disappeared from sight. The amount of liquor added is a measure of the clarity of the liquor. Where less than ½ c. c. obscures the hair from vision it is necessary to dilute the liquor with one or two parts of water. This dilution is, of course, taken into consideration in calculating the results. We found no differences in the turbidity of the liquor when the blanch was varied from 4 minutes at 180° F. to 10 minutes at 210° F.

6. Magoon, Gowen and others have reported that blanching has no effect on the final color of the peas. Large quantities of sodium bicarbonate tend to preserve the original green color but the quantity necessary to effect this preservation distinctly alters the flavor of the peas and makes them mushy and soft.

7. Protracted blanching of peas is distinctly detrimental to the flavor of the finished product. Examination of the various experimental lots by licensed graders showed a distinct preference for those that were blanched for short periods of time at temperatures ranging from 180 to 190° F.

Flavor, itself, is quite transient and difficult to measure. The elements imparting flavor to peas, however, are closely associated with their sugar content. We find a progressive loss of natural sugar on blanching. The sugar content of the drained peas packed experimentaly follow:

5/22/31—Blanched	4	min. @	180° F.	1.00%
"	10	"	180° F.	.87
"	10	"	210° F.	.76
6/ 1/31—Blanched	4	min. @	180° F.	1.10
"	4	"	200° F.	.87
"	10	"	180° F.	1.06
"	10	"	190° F.	.89
"	10	"	200° F.	.82

These lots were prepared with the addition of a brine containing only water and salt.

From the experimental data obtained it would seem advisable to blanch peas only long enough to secure the necessary results. With No. 4 sieve peas in 1931 a blanch of 4 min. at 180 to 190° F. yielded the best results. With very mature peas, or with other sieve sizes some modification might be advisable.

FROM WISCONSIN

Secretary Harvey Burr of the Wisconsin Canners Association said that he thought this was one of the most interesting discussions that he had ever heard at any convention, and that it was the first direct answer to the question "Why Blanch?" It likewise showed where much of the flavoring of the peas went. He said that the Wisconsin canners had considerable trouble with breakage, sometimes called splits, and which came from blanching. Some of this breakage was overcome by pre-heating the peas so that the effect of the hot water on them would not be so severe, and another attempt was made to graduate the temperature by introducing the steam at both ends of the blancher, lower at the intake and reaching a maximum at the discharge end.

While Mr. Burr was on his feet he was asked what the conditions were in Wisconsin as to the extent of acreage and probability of pack, and he answered that he did not know. He said the Association, and it should be remembered that the Wisconsin Canners Association includes a great majority of all the canners in the State and a very heavy proportion of the total output, had met several times to consider conditions and plan operations. Things had gone so far that it really looked, at the final meeting, as if all of the wrinkles had been worked out, and that the canners were ready to act in unison to hold down the acreage and the pack. But, as he said, that feeling was very strong before lunch. During lunch either the coffee or the dessert or something seemed to change their humor and they came back into the meeting in an entirely different frame of mind. When it was announced that one of the larger canners would reduce acreage 50%, a knowing look came in the eyes of the other canners, as if this afforded them the opportunity they were waiting for to increase their own acreage, and the result was that the whole thing was thrown into the discard. Nobody today knows just what they will do, and as he said in the beginning, "I do not know." They have reduced the price of contract acreage about 25%. The growers are resisting this and cooperative growers' associations are forming with all sorts of fantastical demands.

President Wrightson next asked Secretary John Street of the New York State Canners Association to say something about conditions in that State.

FROM NEW YORK STATE

Mr. Street replied that in general crop prices have been reduced about as they have in Wisconsin, and that it is his belief that the acreage will be smaller, but how much it is not possible to say now. On tomatoes he believed that practically all of them would be bought on grade this year and that prices would be $14.00 for No. 1's and $6.00 for No. 2's. The price on Yellow Corn is $16.00 per ton, and as it looks today there might be no White Corn worth speaking of grown or canned.

On Peas they are paying $40.00 per ton on Sweets and $45.00 for Alaskas. The price on Beans is 2c to 2½c per pound.

THE BANQUET

At 6:30 P. M. the Annual Dinner or Banquet in the Main Ballroom attracted probably the smallest crowd we have seen since they began to hold these Spring Meetings. There were just about 100 in the room.

An enjoyable but modest meal was served in the good style for which the Lord Baltimore is famous, and an orchestra with the usual song artists livened matters during the meal.

As cigars were lighted President and Toastmaster Wrightson apologized for delivering his address at the Banquet but said that there were some matters so important that he wanted to ask the indulgence of the hearers for just a few moments.

He said:

PRESIDENT WRIGHTSON'S ADVICE

SINCE assuming the presidency of this Association, last December, many problems confronting the canning industry have required action, some of them needing some pretty quick action, and most of them, problems which required concerted action. These have demonstrated the absolute need of an organization representing the canners of this section, organized and prepared to work for them, and able to speak for them upon short notice when the occasion arose.

One of the first lines of endeavor was to secure an agreement from the Department of Agriculture that the ten dollar per year license fee charged canners was not to apply to canners who purchased their raw stock within their own state. This agreement, sponsored by Senator Goldsborough, has passed the Senate, and when a law, will save most of you canners ten dollars a year; not a large sum, but probably aggregating enough saving in this territory each year to equal thirty or forty percent of the cost of running this Association.

On the first day of March of this year we learned of the proposed sales tax on canned foods. As this tax was to be paid by the manufacturer it was very evident that with the existing market conditions it would be very difficult to pass it on to the next buyer. Another serious menace was the probability of the use of the sales tax as a method of barter between canner and buyer, resulting often in the canner absorbing the tax in order to get the business. This would have cost you thirty or thirty-five dollars per thousand cases.

The National Canners Association, The Tri-State Packers Association, and numerous other state canners Associations got busy. Our Association was located close to Washington. We had representatives in Congress who were willing not only to cooperate with us, but ready to fight to the limit against the injustice which they felt was being laid upon our industry as compared with other articles of every day food which were exempt. The result of the combined work turned the trick, and on Wednesday and Thursday of this week our Association will appear in Washington to represent the canners of this section in a hearing before the Department charged with the enforcement of the Mapes Amendment. Certain changes are proposed, some of them we believe very costly to Tri-State canners and some one must be on the job ready to present the problems of our canners and to demonstrate the value to consumer as well as producer of trade practices built up by years of experience.

How far would the canners, working individually, have gotten in presenting their case to Congress in opposing the Sales Tax on Canned Foods?

How well would individual canners be prepared to present definite recommendations to the Pure Food enforcement officers? Recommendations that would, as nearly as possible, fit the conditions under which we all have to work. How would individual canners be in a position to back up these recommendations by scientific data secured by several years of study and at considerable expense?

Gentlemen, I am one who believes that we have about three times as much Government as we need, but with this condition existing, and with the chaotic conditions of finance, markets and production, this Association, which used to offer a meeting ground for the discussion of our production problems, has become a necessity which none of us can do without; an interpreter of the canning industry of this section to the State and National Governments, and also an interpreter of the rulings of the Government to the members of the industry. It's service is spent in the interest of all. And yet only a minority of the canners of this section are paying the dues that make this service possible, and these dues are not enough to meet necessary expenses. Further more the burden on the few is too great.

I believe that the average canner has not realized what this Association has done and is doing for him. I am sold on the fact that it's existence is essential to him, and I have endeavored to sell this fact to you. I know that every canner here desires to meet his just obligations. If you feel that this work is valuable to you, may I ask that you consider it as you would any other obligation.

Statistics On Corn

The Toastmaster next introduced Mr. Carlos Campbell, Associate Agricultural Economist, U. S. Bureau of Agriculture, whose job it was to outline the possibilities and the probabilities of corn canning and selling this season. Anyone will recognize that this was a man-sized task and a foolhardy one in view of present unsettled conditions and the inability to see any distance in the future. But these expert statisticians believe that they can, like the astronomers read the stars, read past figures, trends and actions and from them deduct a path which the market and prices will take in the coming months. It is a great game if you can play it.

Mr. Campbell by means of charts showed that the average consumption of canned corn in the country over the past 14 years was about 14,000,000 cases. He said that the market has never been bare of corn since 1925. By that he means that there has been a constant carryover since that date. He went into lengthy detail as to the effect of these figures and we have requested that he furnish us a detailed statement that will be possible of absorption by the ordinary man, so that the industry may have the benefit of his extensive study and research.

He seemed rather more optimistic than some others we have heard, in predicting that there may be a carryover of 3,000,000 to 5,000,000 cases of corn and that, therefore, the 1932 pack should not exceed at most 10,000,000 cases. The amateur

opinion along this line places the carryover nearer to 10,000,000 cases and ultra-conservatives would warn corn canners not to produce more than 2,000,000 or 3,000,000 cases this year, unless they want to continue the far-below-cost prices now ruling. We hope to have Mr. Campbell's statement for an early issue.

Toastmaster Wrightson next called on that old and trusted friend of the Canned Foods Industry, George W. Cobb, Sales Manager of the American Can Company.

The Condition We Are In

Mr. Cobb is plainly showing the strain of these worrysome times, all his friends noting the mark it is making on his usually smiling, happy face. It is to be supposed that his big company is carrying a weight of worry, or at least concern, for the welfare of this industry is far heavier with him than it is with the average man.

Mr. Cobb began his remarks in his usual way, but wound them up with a very direct statement that the canners must learn to stand on their own feet and cease their habit of wanting to lean on somebody else. Canning has become a business and canners must become business men, is what Mr. Cobb intimated if he did not say so in so many words.

Unfortunately the daily newspapers badly represented Mr. Cobb's remarks in saying that the troubles from which canned foods are now suffering are due to the public preference for fresh fruits. He said nothing of the kind. He said that fresh fruits and vegetables will be produced in increasing quantities, and therefore, will be greater competitors because of the very low prices, and he believed that there would be more home canning done than usual due to stringency of money and plenty of time to put to this work. Both of these naturally, will effect the demand and consumption of canned foods and must be taken into consideration. He plainly warned his hearers that it will be a mistake to think that our business depression or trouble is over. He talked plainly and as a good business man and warned them that they must hold costs down to the minimum and expect to sell at low prices and small profit, if any.

More than that, they need not expect the easy credits which they have found in the past, because every one else, like themselves, is now suffering from lack of credit. They must be prepared to make their packs and to practically hold them over the year, putting them out in hand-to-mouth style as they are doing today. They cannot expect to market their packs within a month or two after the close of the normal packing season.

Mr. Cobb enlivened his somber remarks with his usual good stories, but he wound up by saying that in the past few years they have tried every rule but one, and failed dismally. Now they must try the one remaining rule—The Golden Rule.

WEDNESDAY MORNING, APRIL 13th

WEDNESDAY Morning's Session was almost entirely given over to a consideration of "Combating the Corn Worm," by Dr. E. N. Cory, State Entomologist, University of Maryland.

Dr. Cory shows this to be a major problem because despite all efforts to combat this destructive worm, they have not as yet found any dependable means of fighting it. They have studied the life history of the Corn Worm and know its every habit; the time when it is most destructive, but they have yet found no way to conquer it. To show what the thing means, they have found as high as 13,000,000 pupae per acre at places on the Eastern Shore, and that in a Bean field, while in a Tomato field adjoining as high as 4,000,000 have been found to the acre. In other sections whole fields of corn have been total losses. The worm attacks not only corn, but beans and tomatoes and many other crops. It is Dr. Cory's belief that early planted corn largely escapes the ravages of the corn worm, while late planted corn almost certainly falls victim. The Western parts of the State are comparatively free of the Corn Ear Worm, while the Eastern sections are badly infested.

This important matter we also hope to have for publication in definite form as Dr. Cory has promised to furnish us reproductions of the graphs and a definite statement, which will be serviceable to every man interested in the industry. And we will be glad to give this to our readers as soon as available.

Following Dr. Cory's address the meeting divided itself up into Executive Sessions covering corn in one, peas in another and tomatoes in another. Mr. Neal Mitchell was appointed Chairman of the Corn Section, Ex-President Nelson Fooks of the Pea Section and Ex-President Richard Phillips, Jr., Chairman of the Tomato Section.

As these were Executive Sessions we made not attempt to report them, but as a reminder to our readers, it is meetings of just this kind that would do them the most good, in sitting down with fellow canners to consider in an open and above board manner the welfare of the industry in which they are all commonly interested. In other words, this is a putting together of the heads to bring success for all and every canner ought to be in position to profit by it, through being a member of the Association.

During the Session a Resolution was passed to thank the representatives in Congress for their good work in behalf of the canners in the Manufacturers' Sales Tax matter, and the gentlemen of the Agricultural College were thanked for their splendid work.

Another resolution expressing regret over the absence of Mr. Wm. E. Silver, confined at his home by sickness, and memorializing the years of fine work he has done for the association, was unanimously adopted.

If you are within the region of the Tri-State Association and are not a member of this Association, you could not do better than to immediately join, lend your support to those who are working for your good, and profit directly by the good work they are doing. And you should do this at once so that when the Association goes before the Government or otherwise, it can in truth say that it represents the entire canning industry of the section covered. The least the canner can do is to support the Associations which are working so hard for him. And that applies just as thoroughly in all section of the country as well as the Tri-States.

HEARING ON McNARY-MAPES STANDARDS

From N. C. A. Information Letter

THE hearing on proposed amendments of the regulations and standards under the McNary-Mapes Amendment, held at the U. S. Department of Agriculture on April 14, drew a representative attendance of both canners and importers. There was detailed discussion of each of the changes proposed in the Food Administration's announcement of the hearing. In a number of these the canners' representatives in attendance fully concurred. As to others, definite information was submitted to show that the proposed changes should be modified. All of the suggestions will be taken under consideration by the Food Administration in formulating such revisions as it may finally approve.

In opening the hearing, Mr. W. G. Campbell, Director of Regulatory Work for the Department of Agriculture, explained, the limitations imposed by Congress on the regulatory activity of the officials and emphasized that because the standards for canned foods when once promulgated have the effect of law, the exact wording of these standards must be given careful consideration. He also pointed out the impracticability of establishing administrative tolerances under the standards that are promulgated.

WORDING OF LEGEND—The first two hours of the hearing were devoted to discussion of the wording to be used on the sub-standard labels. Canners of vegetables urged that the old form be continued. Fruit canners were in favor of the proposed modifications. There was considerable discussion about other variations in the wording. It was proposed to use the first line of the legend "Below U. S. Standards" followed by a second line stating in what particular the single product bearing this legend falls below the standard. For example, "Below U. S. Standard—Contains Excess Peel." Mr. Campbell stated that he could see no objection to the use of one form of wording on vegetables and another form on fruits, and possibly still other forms on other classes of foods. It was requested that the size of type specified for a No. 2½ can be permitted on all larger cans also. It was felt that the statement

would be sufficiently conspicuous. Mr. Campbell restated the position of the Department about the use of old labels. The sub-standard legend may be overprinted on such old labels, provided the character of the label is such that the sub-standard legend will be plain and conspicuous. Each case must be considered on its particular merits.

FILL REGUIREMENTS — Information was submitted showing that the 90 per cent fill requirements suggested cannot be used with flat cans. The suggestion was made that cans less than three inches high should be required to have not more than a seven-sixteenths inch gross headspace measured from a straight edge across the top of the can instead of the 90 per cent fill requirement. Another memorandum was submitted showing that dry pack shrimp will not meet the 90 per cent fill requirements, and a requirement of 80 per cent on such a product was suggested.

FRUIT STANDARDS — The reduction in put-in weight requirement from two-thirds to 60 per cent was not considered necessary by certain groups, but no objection was made to this change. Regarding the color requirement as applied to canned pears, attention was called to the product known as spiced pears where the added spice causes a noticeable variation in the color. Mr. Campbell stated that this was an unusual product and the statement on the label that such a product was not ordinary canned pears but was in fact spiced pears would convey the necessary information to the consumer without the necessity for a sub-standard legend.

Canners of freestone peaches stated that it might not be possible for them always to meet the requirements for normal size. It was suggested that this might be covered in the exception for such peaches. Instead of the suggested requirement for uniform size based on a 25 per cent variation from the average weight of the unit, it was proposed to consider the variation of the smallest and largest units in the can. One proposal was that the weight of the largest piece be not more than 80 per cent greater than the weight of the smallest piece in the can. This would be distinctly easier for the examiner, and the suggestion appeared to be favorably received. Instead of the proposed changes regarding the requirement for hard pieces and for broken pieces, a suggestion was made that a tolerance of one piece in each can should be allowed before the proposed requirement of 90 per cent be applied.

There was considerable discussion about the use of the term "Water Pack," "Packed in Water," or merely "In Water." Permission was requested to add another optional term either "Packed Without Sugar," or "Unsweetened." The administration officials asked for an expression of opinion as to which term would more accurately convey the information to the consumer. The use of such canned foods for diabetic patients was pointed out. One of the representatives of the consumer groups was such that such a term as "Packed without Sugar," or "Unsweetened" would give more definite information to the housewife.

Practically the same comments were made about canned apricots as had been made about canned peaches and pears.

VEGETABLE STANDARDS—There was some discussion about the proposed change in the requirement for discolored peas. It was brought out that there might be in a single can 4 per cent by count of discolored peas, such as brown or spotted peas, and an additional 4 per cent of light yellow or white peas, making a total of 8 per cent discolored peas in a single can. In grading peas in Wisconsin an occasional thistle bud is counted as a discolored pea. The proposed additional paragraph regarding immature peas and the use of a salt solution of 1.13 specific gravity was entirely eliminated because the Department investigators had found that an occasional lot of immature peas might respond to such a test in a manner that would indicate that they were fully mature. Those present at the hearing expressed themselves as being in favor of such a test if a satisfactory procedure can be worked out. They requested that the Department continue its investigations. Regarding the hardness test, the Department officials said that the wording of this requirement would be slightly changed to make it plain that if either cotyledon in a single pea was hard by this test, the entire pea would be classed as hard. The Department proposed to add a requirement for cloudy liquor in canned peas. The canners present requested more time to study this question before the requirement is put into effect.

The change in drained weight requirements for canned tomatoes from 45 per cent to 50 per cent is impracticable, it was suggested, in the case of No. 10 cans. It was stated that the great variation in the character of tomatoes from season to season and from one variety to another, together with the breaking down of tomatoes on several successive shipments in interstate commerce, made a 50 per cent drained weight requirement too severe.

The change in the requirement for the color of canned tomatoes suggested by the Food Administration is as follows: Change the Munsell color disk areas from 33 per cent red to 40 per cent red and from 33 per cent yellow-red to 30 per cent yellow-red. This means more red and less yellow.

Explanation was made of the proposed change in the method of measuring unsightly blemishes. Most of the blemishes are comparatively thin and the area is easily measured, but certain of the blemishes are thick and such blemishes are measured by taking the maximum shadow, or silhouette, of such a blemish.

There was considerable discussion of a proposal, submitted by canners, to change the present requirements regarding skin in canned tomatoes. This proposal would allow an average of not more than one square inch per pound for several cans, but no single can might contain more than three square inches of skin per pound of net contents.

ALLING WOODRUFF DEAD

A WIRE under date of April 18th from the well known seed firm of S. D. Woodruff & Sons, Orange, Conn., read: "With deep regret we report the death of Alling Woodruff at the home of his father in New Haven, Conn., on Sunday, April 17th; burial in family plot, Orange Cemetary this afternoon."

Canners all over the country, and conventionites especially, know this fine six-foot-two jolly seeds salesman and will mourn his sudden and untimely death. Sympathy goes out to his even better known father who has been a regular fixture at every exhibit of the Canning and Machinery display for many years.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

SPRING house cleaning is in order!

The good ladies of the land are busy chasing dirt. They are clearing away the rubbish accumulated during a more or less trying winter in spite of its mildness.

It's a good time for us to do a little house cleaning in our minds and offices.

The mechanics of actual dirt removal, paint washing and replacing we can afford to leave to others.

Let's see if we can't find some house cleaning to do in the sales end of our business.

Ask your secretary to show you the list of the active brokers handling your account. Usually you will find she keeps such a list in some little book in her desk so that she may have the names and aldresses handy when wanted.

Insist on seeing this private list of hers.

Nine chances out of ten you will be surprised to see how penciled it is, how full of corrections and insertions.

If you are the usual run of canner, you too, will be surprised at finding on this list names of brokers who have not been active on your account for some time, some years in certain instances.

I looked over such a list today and read slowly the names of twenty representatives.

Nine of the lot were real business producers, six booked a little business last year, two more were just in contact with a single small account.

Three were on the list by virtue of once having attempted to interest themselves in the account whose brokerage representation I was scanning. They never took an order!

Now, I'll make a little bet with you. If you have twenty brokers on your list, I'll bet that less than half or certainly not more than this number, are booking seventy-five per cent or more of the business your brokerage representation has been giving you during the past year.

If you have gone along with me thus far, let's divide your list of brokers into two parts. In the first place all the brokers who, in your opinion are doing a good job for you and whom you wish to retain as long as things are going as well between you as they are at present.

Now get out your brokerage records and rank this first part of your list in the order of the business they have done for you so far in this sales season.

Arrange the second part of your listing in the same manner. Down toward the last you will quickly realize there are several names on the list that should not have been allowed to remain there.

Strike them off, stop kidding yourself you have representation in markets where your so-called brokers are not doing business for you in worth while amounts.

Next arrange a listing of your sales in the order of their importance by markets in each state. Total sales by states and study your distribution with the intention of deciding where, if anywhere your brokerage representation should be changed or increased. Be careful to plug all gaps first in markets and states nearest your factories.

Look out particularly about jumping from one principal market over another of considerable size and into a third.

Gaps in distribution are like holes in a fence. Mend the holes substantially and you keep the stock within bounds, plug up gaps in distribution and you make it less easy for a competitor to spread his effective efforts to make inroads in your trade, in two directions.

Now you have two jobs before you if you are operating your sales through brokers. You need to fill gaps in brokerage representation in markets near home where you desire increased sales and you need to replace "dead" brokers supposed to represent you by live ones who will cope successfully with the task confronting them in 1932.

Clean house, sweep out of your records all the trash and file encumbering names no longer active in your behalf.

If you are loath to leave home and your office now, select those markets in which you wish to appoint new brokers. Consider where your nearest, wide-awake brokers are situated and write each, asking them to recommend a friend, a good broker in each market where you want to get a new broker.

In many instances they will also write the friend when they answer your letter and you will have at almost the same time, a reply to your request and an application for your account from one who may easily prove to be the one for whom you are looking.

When carrying on the negotiations looking to the appointment of your new representatives, be careful you have swept out of your thoughts and conversation or letters, all the dead wood that may have been so far obstructing your progress toward securing a full corps of hard-working brokers.

Be careful not to over-sell your new broker on any aspect of your program. Not all of us can pack the best or the lowest priced canned foods to be sold. Most of us know if we will admit it, just about the place our pack deserves in the general scheme of distribution.

This place accurately pictured together with an honest statement of our determinations concerning quality will be most apt to secure lasting connections with worth while brokers.

Supply your brokers, new and old, with a plentiful supply of fresh samples.

Keep them closely posted with any price changes in your offerings and if your office arrangements allow, write your whole brokerage force at least twice a month telling them just how you are progressing with the planting of your crop and later, all about weather condi-

(*Continued on page 29*)

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—Bargain Prices. 1 practically new Anderson-Barngrover Cooker for 2½'s and 3's; 1 practically new Jeffrey Peeling Table; 1 Dicing Machine; 1 Bean Cutter.

A. K. Robins & Co., Inc., Baltimore, Md.

FOR SALE—Use C. M. C. Silver Metalic Coating to prevent rust.

A. K. Robins & Co., Inc., Baltimore, Md.

FOR SALE—Complete equipment of corn, pea and tomato machinery. Excellent condition. Real bargains. Advise what you need.

Address Box A-1855 care of The Canning Trade.

For Sale—Seed

FOR SALE—The genuine Indiana Canners Association Indiana-Baltimore Tomato Seed can be purchased only through the office of the Secretary,

Kenneth N. Rider, Indiana Canners Asso.,
Trafalgar, Ind.

FOR SALE—100 bushels each, Burpee and Giant Stringless Green Pod Beans, Idaho grown. Price attractive.

Hickory Packing Co., Bel Air, Md.

For Sale—Plants

FOR SALE—Tomato Plants, open field grown; Baltimore, Marglobe, Bonnie Best; from certified Seed; $1.00 per thousand. Ruby King and California Wonder Pepper Plant, $2.00 per thousand. Cabbage Plants, Copenhagen, Golden Acre, $1.00 per thousand. Safe arrival guaranteed.

Triangle Plant Co., Pembroke, Ga.

For Sale—Miscellaneous

FOR SALE—1000-45 gal. barrels, all rebuilt, steamed and reparaffined.

W. C. Pressing Co., Norwalk, Ohio.

Wanted—Machinery

WANTED—Two Corn Washers; Ten used Huskers, Tuc, Sprague Super or late model Double Morral.

Thomas & Co., Frederick, Md.

Situations Wanted

POSITION WANTED—By young man experienced in packing a full line of fruits and vegetables, also sales experience.

Address Box B-1857 care of The Canning Trade.

POSITION WANTED—By man with 15 years experience in the pickle business. Have worked over a big portion of the United States but prefer the Pacific Coast States. Am capable of taking charge and managing the mannfacturing part, or will work under the Manager.

Address Box B-1845 care of The Canning Trade.

POSITION WANTED—As Superintendent by married man, age 42. Have been in the game 20 years; quality packer of fruits and vegetables. Machinist by trade; American Machine Operator. Also have sales ability. Best of references; will go anywhere.

Address Box B-1846 care of The Canning Trade.

POSITION WANTED—As Sales Manager or Assistant. At present employed; 20 years experience at manufacturing and selling canned foods. Perfer position where can become financially interested after proving ability.

Address Box B-1847 care of The Canning Trade.

POSITION WANTED—As Superintendent in a canning factory. Have had several years experience packing all kinds of fruits and vegetables, Can repair old plant or build new factory. Have good references.

Address Box B-1849 care of The Canning Trade.

POSITION WANTED—By Sanitary Can maker. Have had 25 years of practical experience in can business; have installed a number of can making lines. Can make good cans at the lowest cost. Have been factory manager of one plant 17 years. Can business is one of the moststaple of American industries; it pays to make your own. Will gladly give more information if desired.

Address 2661 Hope St., Huntington Park, Calif.

POSITION WANTED—By progressive Superintendent. Efficient producer of quality packs, with valuable experience gained during past 15 years packing a complete line of vegetables. Excellent references. Seasonal or yearly.

Address Box B-1853 care of The Canning Trade.

POSITION WANTED—By Sales Manager or Salesman, with packer whose yearly average is 300,000 cases or more. Young man, age 30, thoroughly experienced in canned foods merchandising, acquanted with the large buyers and chain stores in the East. Capable of getting car lot and 5000 case orders, at 5% sales cost.

Address Box B-1854 care of The Canning Trade.

POSITION WANTED—By packer of whole tomatoes, tomato catsup, tomato juice, etc. Can install machinery for same. Can give the best of references.

Address Box B-1856 care of The Canning Trade.

POSITION WANTED—Factory Superintendent, until recently associated with one of the largest food producing organizations in the East, is available, on moderate terms, for the coming season. He is a specialist in Preserves, Jellies, Jams, Tomato Catsup, Tomato Juice, Tomato Paste and Baked Beans. Qualifications include expert knowledge of modern cannery equipment. Highest references as to personal integrity and ability.
Address Box B-1858 care of The Canning Trade.

WANTED—Experienced bookkeeper for plant packing seven lines. Applicant must be experienced cost account.
Address Box B-1859 care of The Canning Trade.

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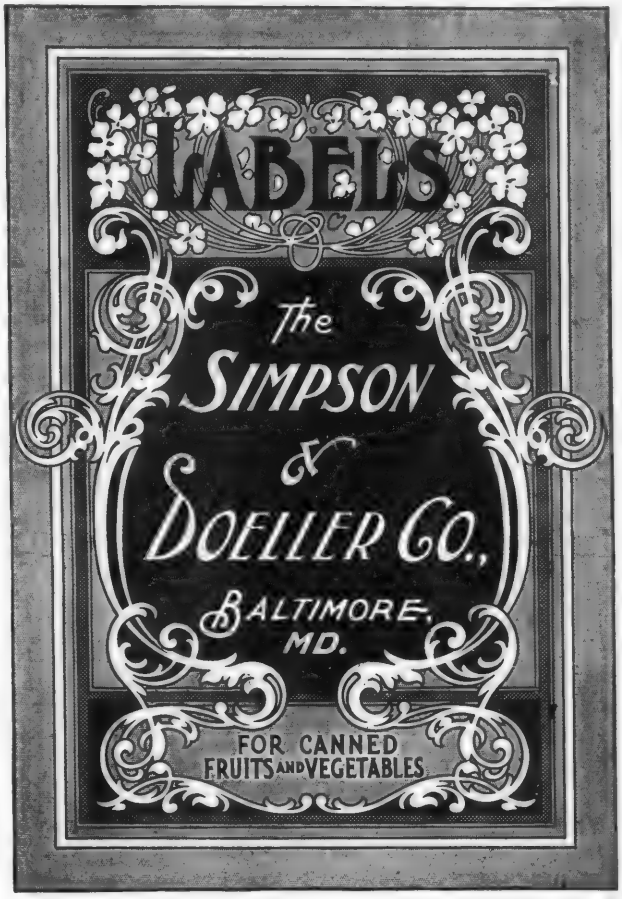

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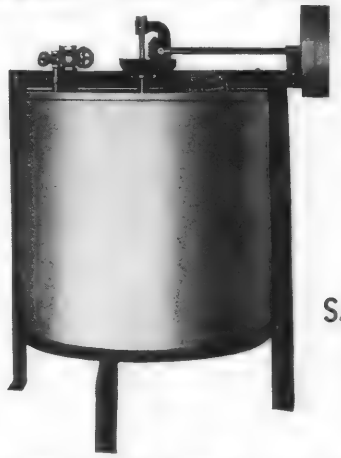

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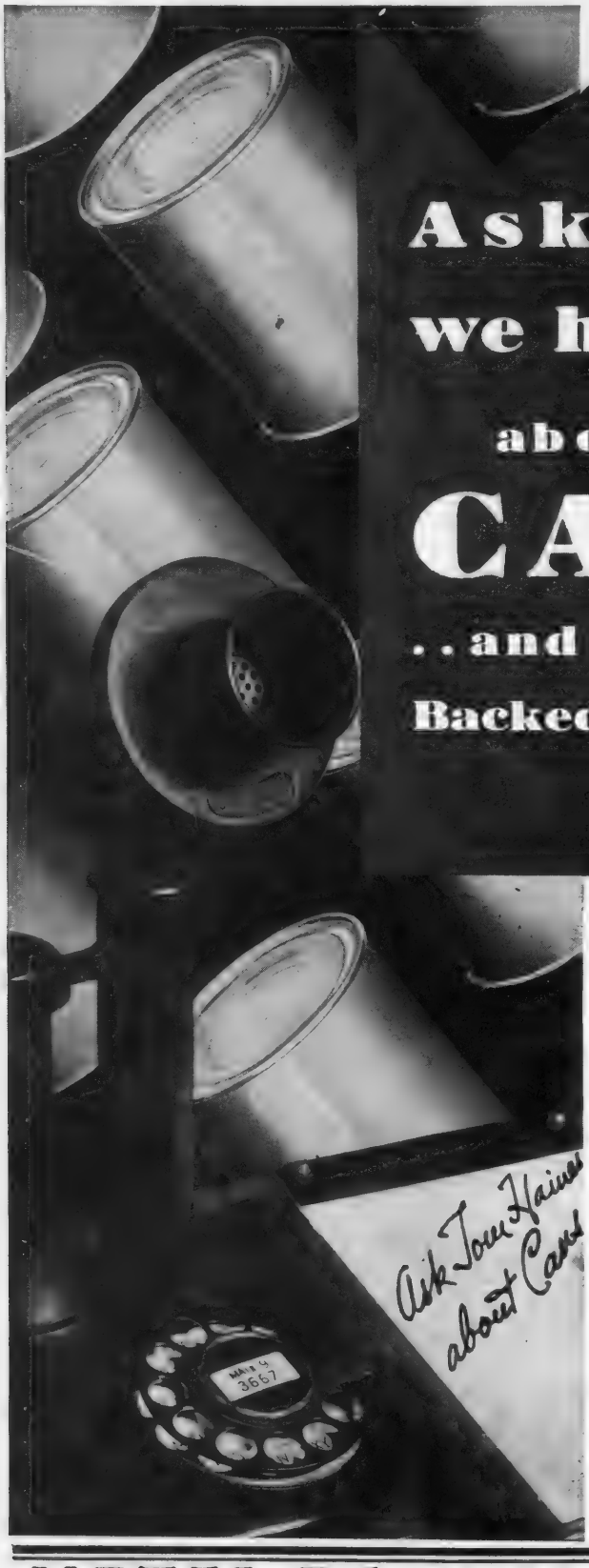

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You will hear they were NEVER OUT OF CANS at any time - that trouble was prevented rather than adjusted - that Traffic and Service men were ALWAYS ON THE JOB.

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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, APRIL 25, 1932

WEEKLY REVIEW

The Restrictions on Financing Beginning to Show Real Results—Acreages and Packs Will be Held Down—Heavy Shipments of Corn—California Plays it Safe—Bright Days for Canned Foods When the Tide Turns.

RESULTS SHOWING—Long before the first seeds for canners' crops could have been sown it was rather firmly stated that the banks would not finance large crops, and on top of that it was as firmly, though more quietly stated, that the can companies would not finance large packs, through credit on cans. Some canners in all sections of the country were inclined to take these statements with the proverbial grain of salt. As a result we saw reports of intended acreages that astounded many.

Developments in the last few days would seem to bear out the truth of the assertions that the banks would not co-operate, nor the can companies either. Rumors say that the pea acreage and intended pack for Wisconsin will be held to 50%, and other rumors that the banks are forcing out holdings of canned peas, in their efforts to clean up spots and have the market free. You will recall the banks said, sometime ago, that there would be no cash for 1932 packs while stocks remained in canners' warehouses. There are many interesting rumors about seed bought on notes—which banks would not take and because of which the seed could not be accepted, etc., and while everyone has been taking these rather lightly, it begins to look like there was some fire where there is so much smoke.

Everyone knows what the banks are doing to the holders of canned corn: they are just forcing slaughter of this, regardless of quality, in a drive to reduce the visible stocks. During March, according to the Corn Institute's report, there were shipped 1,312,366 cases of corn, which is surely "some" shipment of canned corn. But this same dependable report shows holdings of canned corn in canners' hands as of April 1st to be 10,051,763 cases. Good corn is selling at 50c, fine corn at 55c and fancy corn at 60c, which is certainly not encouraging to any man planning for corn acreage and pack during this coming season.

If the actual holdings of canned tomatoes, in every section of the country, could be announced, as above with corn, it would undoubtedly show as relatively small amounts as corn shows large. The Department of Commerce sent out its requests for holdings of canned foods, as of April 1st, and hoped to furnish the actual figures by April 10th, but we learn that the canners and others are not co-operating, and the compilation is blocked and made very tedious for the compilers. This was the first real test under the Chicago-Olsen plan, and it is certainly not to the credit of the industry that it has fallen down so dismally.

The tomato market is holding strongly, with prices at 75c, $1.15 and $3.35, with bargains under these prices rare and hard to find.

The spinach canners in California have cut their garment to fit the times, and the pack is even much lighter than first expected, hardly 25% of some packs in the past, and old goods are well cleaned up. This is a hint to spinach canners elsewhere, and undoubtetly it will be followed. Canned spinach is not a free seller in times like this, and it is a poor item to gamble upon.

The asparagus packers of the Coast have done the same thing with the asparagus pack and it will be well within easy bounds. They are not going to pile up surpluses in anything on the Coast this season; they are playing it safe and then discounting that a little. As a result the market on both spinach and asparagus is shaping up, and showing better strength. Canners of green asparagus in many other sections of the country had worked up quite a good business for their splendid product, and it is just possible that they can hold a good proportion of that demand, though not as much as in other years. It is high priced, and a luxury in that sense. Just a good point to keep in mind. And all green growers are flooding the market with so called fresh asparagus, at low prices. Unfortunately this is not helping the public appetite for asparagus, but rather the reverse. It is somewhat of a dead-sea apple—it looks beautiful and tastes punk.

Long ago the canners found that they had to get asparagus into cans within three hours, at most, of the time of cutting to retain the delicate flavor; while most of this so-called fresh asparagus has been cut for weeks before the consumer gets it. The public is learning—but slowly.

Cut string beans are unchanged in our quotations, but there have been sales at 55c and 52½c. Retailers report very good sales, at the prices, and in that case there ought to be an end to this supply and that very soon.

Lima beans and beets were quiet this week, but carrots took on a little activity and are now quoted for Standard 2's, diced 80c and 10's of the same kind at $3.50. The supply is very low here.

As we have said corn is moving, at the low prices, and the people are eating it. There are no changes in the prices to record this week.

Peas have been quiet in this market, and are fairly well held. The supply is not heavy here. In the West and North some movement of the better qualities, which canners find they have to force onto the market. The demand is for cheaper peas, and the better qualities are being left. Some real bargains are being picked up. Usually at this time of the year heavy buying for the resort and hotel trade sets in, but of Atlantic City, for instance, reports say things are very quiet, and that the season has not as yet opened; and the coast resorts down towards Florida are finishing a dismal season. That good buying has not come to light, as yet.

Spinach is largely out of quotation in this market, but 2½'s are worth $1.15, and 10's $3.50, with all indications towards much higher prices.

The entire balance of the list remains unchanged. with buying following its usual lines of conservatism,—sufficient for the day and that's all. Fortunately there are more buyers of canned foods—consumers we mean—than ever before, even if the consumption of canned foods is not as great. When the tide turns, it will be a gala day for canned foods, with more customers than ever.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Market Conditions Remain Unchanged — Grapefruit Pack to be Reduced—No Demand for Corn—Sales Group Practically Control Fruit Market—To Import Japanese Pink Salmon.

New York, April 21, 1932.

UNCHANGED—Market conditions showed little change during the past week, with routine replacement buying the order of the day, except where exceptional bargains in quick-moving items were available. Brokers report little difficulty in disposing of such offerings.

The market continues to exert stubborn resistance towards any advances in prices, regardless of the technical strength of the item affected. Buyers show interest only in the lower-priced items which can be depended upon to move into retail consuming channels, rapidly, if at but a small profit.

Spinach—Coast prices were firmer as semi-complete reports of the curtailed pack indicated a total of but approximately 750,000 cases this season as the packing ended.

California packers are holding 2½s at $1.05 to $1.10, Coast, with this size reported especially short this season. 10s are firm at $3.25, Coast. Buyers, however, are not entering into the market despite the bullish reports emanating from the Pacific Coast.

Grapefruit—According to latest figures received from Florida, the total pack this year will be under 1,000,000 cases, compared with approximately 2,750,000 cases packed last year.

Southern packers are revising their postings upward and present indications are that the general price will be set at $1.10, Tampa, for fancy 2s, shortly. The range now runs from $1.07½ to $1.10, with some offerings available from smaller packers at $1. The cheaper offerings, it was held in the trade, will be cleaned-out within the next few weeks.

Corn—Cheap offerings from the West exert a depressing influence on the local market and there is little demand for Maine corn at 85c to 90c. Forced liquidation of Western packers has broken the price to the year's low and supplied buyers with plenty of cheap corn.

Little hope is expected that any Maine corn will move at the current price until the present flow of low-priced offerings is off the market, or the Maine canners lower their prices. Lower prices seem inevitable, barring unforseen occurrences.

Lobster—Opening prices on lobster are not expected until the first of next month, with unfavorable weather conditions held responsible for the delay. No accurate surmise is possible as to what level the prices will open at, but it is certain that they will be lower than last year.

Fruits—California fruits showed little activity during the week with the price list retained unchanged. Efforts of buyers to obtain goods outside of the sales group have been unsuccessful, it was reported. It is now fairly certain that the organization now virtually controls the market, with outside holdings both in short supply and limited as to variety.

Peas—Showed little changes of any note in prices during the week although some bargains were available in offerings out of Wisconsin on fancy grades. Efforts of the Mid-Western packers to move as much of their stocks as possible before trade interests is centered on the new Southern peas was held responsible for the easiness.

Tomatoes—Tri-State packers are holding firm to their postings which have not changed recently and inquiries are reported a little more active. Buyers in recent weeks have answered the firm price list with inattention, turning their efforts to lower-priced items. Now, however, demand seems to be stronger and orders are again being placed.

California packers are holding their stocks at slightly higher prices although buying has not been of a calibre to really test the revised price structure as yet.

Salmon—The highspot of the news in the week's canned fish markets was the announcement by the Biddle Purchasing Co., that it would import Japanese packed pink salmon to sell at 92½ cents, New York.

With the sales control group on the Coast pretty effectively holding pinks at $1, Coast, the trade looks for some sort of action in this field promptly. The sharp decline in yen exchange is enabling the company to largely offset the 25 per cent import duty on salmon.

Some factors in the trade hold that the move of the purchasing company is in retaliation for the recent action of the sales control group in banning brokerage allowances to direct buyers.

Dividend Paid—R. C. Williams & Co. declared the regular quarterly dividend of 17½ cents on the capital stock, payable May 1 to holders of record April 26.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Bargains for Buyers—Better Jobbing Methods—Tomato Prices Stiffen—Could Easily Jump—No Change in Corn Condition—Some Future Pea Prices—Pea Pack Held Down—Grapefruit Stronger—Drastic Change in Market Conditions Just Ahead.

Chicago, April 21, 1932.

BARGAINS FOR BUYERS—A gradual absorption of canned foods continues with the general public; retail merchants report sales very good on specially priced items and the housewife inclined to select food bargains more discriminatingly than ever before. It has been noticeable that some of the largest chain advertisers have been neglecting canned foods recently; no doubt by the time this comes to press, however, they may be back with redoubled drive on some new lines. Certainly the field of available snaps in canned foods was never more alluring.

The jobbers here who are making the best money are those who are looking ahead and outlining to themselves plans for prompt sale of such snaps as they buy. This sort of merchandising is a step in advance of the old fashioned jobbing customs of stocking up for many months or a year in advance. New conditions will not permit that sort of thing and canners should not proceed in expectations of any return to such a condition again. Producing capacity over-shadows consuming outlets on everything too completely to justify any such trading customs in the future, except in the case of quite definitely established shortages.

Tomatoes—Prices continue firm with reports now coming in that most of the free sellers who have dominated the market for several months past are now pegging up their prices on small unsold balance. This will give others a chance to get consideration at their price ideas and there may be a little better feeling on tomatoes in contradistinction to some nervousness which was evident among some sellers earlier this month. Marylands still available No. 2 standards at 72½c to 75c; Ozarks, 65c; Indiana, 75c; Iowa, 72½c.

Just one old time spark of market interest would put these prices up 5c to 10c per doz.; the statistical situation justifies much higher levels but there is much doubt as to whether they will materialize in 1932.

Corn—Cheap prices continue to rule; plenty of offerings of excellent standard in the 50s; and excellent Country Gentleman in the 60s; F. O. B. Mid-Western factories. It is too bad to see so many excellent canners in such a distressing situation with markets so badly against them as to show them a distinct net loss each time they load out a car; and bankers becoming more urgent each week to connect up buyers. A few optimists seem to feel that the extra consumption developed by present low prices will relieve surpluses so that the carryover will be greatly reduced. One excellently posted operator has given his sense of the 1932 plantings about as follows, as compared with 1931; Iowa 35%, Illinois 65%, Indiana 40%, Ohio 40%, Minnesota 75%, Wisconsin 60%. If this works out along this line the market should balance itself by midsummer when it becomes too late to overplant.

Certainly it would be very hazardous for anybody now to speculate on a big pack unless he has a very definite outlet assured and has made advance arrangements with his bankers.

Peas—A few sellers of Wisconsin pack are now out with future prices in a quiet way. Fancy No. 3 Alaskas at $1.15; standard 4s at 80c, standard No. 5 sweets at 85c.

Canners report that there has been very little supporting interest to these offerings and most of what little business has been done has been surrounded by ample price guarantees against what might develop in the way of easier prices up to time of delivery. Distributors are exceedingly careful on any long time commitments without full price protection; a few of them feel, however, that when we get farther into the summer some well placed canned foods contracts at prices now possible will be an excellent asset.

Wisconsin 1932 Pack—Rumors which have been coming out of that State all winter have been somewhat laughed off by buyers feeling that when planting season arrived there would be the same old gang trying to pack to their limit. The situation has now complicated itself to a point where bank interests have clamped down on canneries and will not permit over a 50% pea production; this will in itself reduce supplies and run up the price enough to largely offset the 1932 economies in operation. The result will be a level of pea prices about in line with 1931. There will possibly be a few raids here and there but when the atmosphere clears the above is about what will happen.

We are told that 25 canneries mostly in Northern Wisconsin will not operate at all. Acreage plans definitely abandoned at this time.

Grapefruit—A fine rally to the support of this line so considerably spurned during packing season has resulted in a 5c to 10c doz. advance. If the threatened embargo on shipments of fresh fruits spreads over those states where it is under discussion there are going to be heavier calls for grapefruit than supply can possibly cover. One jobber here in all seriousness has ventured the opinion if the well known radio broadcast humorists continue to stress "118 day diet talk" into the hot weather it will stimulate appetite appeal on grapefruit beyond the capacity of the existing reserve stocks to supply. There will be no new crop grapefruit until November.

The Worm Turneth—The absence of any sort of a real sellers market for such a long period is such that plenty of young men now in the canned foods game can hardly remember such conditions. Buyers have likewise become habitually heedless to all bullish postings no matter from where they come.

We are now shortly going into a new setting, however, when some more flexible judgment will be required then the "rule of thumb" custom of "Wait, don't buy only immediate needs."

Reduced packs, closed factories, abandoned acreage, bare warehouses, withdrawals of offerings; all of these factors together mean something and are pointing to new conditions which cannot be laughed off.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Canneries Closed—No Raw Shrimp Available—Few Oysters Being Packed—Says Oyster and Shrimp Pack a Success—Stringless Beans Pack to Start About Mid-June.

Mobile, Ala., April 21, 1932.

SHRIMP—Both the raw headless shrimp shippers and the canners of this section have been taking a forced vacation this past week, as there have been no shrimp caught. A few weeks ago the trawlers were able to catch mixed size shrimp, but this week they were unable to find any size at all, therefore, production has been at a standstill and the rew shippers have had to draw from their supply of frozen shrimp to supply their trade.

For some reason or other, the demand for raw, headless shrimp has been considerably off for the past 12 months and while depression has been generally accepted to be the cause, yet as the demand for fresh cooked and peeled shrimp has greatly increased, it is now believed that the fresh cooked and peeled shrimp is largely responsible for the falling off of the demand for the raw headless shrimp. Then, too, the price of canned shrimp is so low now that this too may be a factor in reducing the sale of raw, headless shrimp, because why worry with the trouble and time of picking and cooking raw shrimp when with a dime or twelve cents you can get a can of delicious shrimp that are ready to serve. The big advantage that the canned shrimp has over the fresh cooked and peeled shrimp is the they are packed in small No. 1 cans, under strict sanitary government regulations and you can keep them in this same sanitary condition on the shelf of your pantry without any danger of losing them, no trouble and expense of icing them down and they are ready to serve any time that you open the can. Under the circumstances, the housewife by keeping one or two cans of shrimp in her pantry, she is prepared to serve delicious salad in a moment's notice any time of the day or night that she may want to or that she may be called to do so. It is a mighty comfortable feeling for the housewife to know that she has an appetizing menu in her pantry any time that unexpected guest calls.

The price of canned shrimp is 95c per dozen for No. 1 medium and $1.10 per dozen for No. 1 fancy, f. o. b. cannery.

Oysters—The oyster pack is fast fading out of the picture in this section.

The Mississippi oyster reefs were closed on April 20th for the season by the Mississippi Sea Food Commission and this will end the oyster packing in Mississippi, which is where the bulk of the oysters are being canned in this section.

Both the shrimp and oytster pack in this section may be considered a success, insofar as the volume of business done in both is concerned, because there was a good quantity of shrimp and oysters canned and sold in this section, but it is doubtful if any factory operator has been able to do anything beyond keeping his head out of the water, yet if he did this, he should be satisfied these days and times, because with so many failures in all lines of business, a person is lucky to break even and get a living out of his business, much less make money.

The giving of employment to labor is another great satisfaction that a factory operator should get out of his business, because he has the good-will and respect of the people in his locality and he is looked upon as one of the greatest human beings in his community, which is worth a whole lot to any man.

Too often we make ourselves miserable, depressed and awfully grouchy when there is no real occasion for it, whereas if we just turn and look on the bright side of life, we will see how well off we really are and then feel and act different.

The truth of the matter is that no one in business today has a right to expect his business to yield him luxuries of former years, then why insist on 'em. If in former years you bought an expensive car after every season, you're simply foolish to expect to do it this year, then why worry about it, but go ahead and buy you one of the cheap makes or overhaul and paint the old one and go about your business looking at the bright side of life. Forget the former days, because they don't exist any more, hence why waste time and energy in that direction. You can get just as much kick out of life today as you did in former years, if you go about it in the 1932 way and not in the 1923 way. Just buckle down to it and don't kid yourself to believing that these conditions are not going to last much longer, because no legislation that has been passed or will ever be passed, will change things overnight, but rather prepare yourself for a long drawn out affair and make the best of the situation by being content to live within the means prescribed by the times and both happiness and prosperity will be yours to the same extent as when a two-dollar bill did not buy as much as the one-dollar bill does today.

The price of cove oyster is 70c per dozen for 5-ounce cans and $1.40 per dozen for 10-ounce cans, f. o. b. factory.

Stringless Beans—The belated spring weather is here and with rain, the bean crop should make great progress. However, no matter if the crop get all the lucky breaks in the weather, etc., from now on, there could not possibly be any beans available for canning before the second week in June and as the packers are not in any hurry to commence canning, the bean pack will not hardly start until after the middle of June this year.

The price of cut stringless beans is 75c per dozen for No. 2s, $1.10 per dozen for No. 2½s, and $3.50 per dozen for No. 10s, f. o. b. cannery.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Buying to Cover Sitxy Days Now Changes to Six Days—Spinach Pack Heavily Cut—Asparagus Packing Being Held Down—Tomatoes Held Firmly—Holdings on Uncontrolled Peaches Very Limited—New President Hawaiian Pineapple Association.

San Francisco, April 21, 1932.

WEEKLY BUYING—The canned foods market is drifting along without any exciting features and with buying apparently carefully attuned to consumption. Instead of anticipating requirements for sixty days, as was the rule not so long ago with

wholesale interests, it seems to be the exception when anyone makes purchases for more than a week in advance. Prices on many items seem well stabilized, particularly on peaches, salmon and tuna, stocks of which are held largely by sales agencies formed for this specific purpose. There is little incentive for these to be purchased in quantities since stocks are ample and tomorrow's price is likely to be the same as that ruling today. Most of the price changes in recent weeks have been downward, the most notable exception being that of pineapple.

Spinach—Formal opening prices on California canned spinach have not been made as yet by the larger packing interests, although they may be expected at any time, since the packing season is virtually at an end. The continued lack of rain has held down the output and the pack will be far below the one that had been planned. In fact, it now seems unlikely that this will pass the 800,000 case mark. This is quite a comedown from the pack of 4,193,742 in 1929 and the pack of 1,339,700 cases made last year. Spot spinach has been showing increased strength in recent weeks as a result of poor crop conditions and some interests are holding stocks of No. 2s and No. 2½s a little higher. There is a marked difference in the quality of canned spinach, depending on the locality in which it is packed, as well as in methods of handling, with the result that prices run quite a wide range. Some canners are getting as much as $1.05 for No. 2 and $1.30 for No. 2½ of last year's pack, but it is still possible to locate holdings that can be had for 20 cents less.

Asparagus—Asparagus packing is moving along smoothly with indications that the plan for holding the output down to about 1,000,000 cases will be successful. With ample supplies of canning stocks from which to draw, packers will make their respective packs when the grass is at its best and most plants will close earlier than usual. Grading rules have been made more stringent and this year's pack will doubtless be the finest ever made. Only a routine business is being done, with canners again preparing to carry the bulk of the pack for the consuming trade.

Tomatoes—Practically all grades and sizes of canned tomatoes are being held more firmly and some are commencing to become scarce. During the week there has been considerable scouting around in search of No. 2½ Standards. Most of the local holdings are priced at $1.00 and none can be had for less than 95 cents. It is seldom the case when the price differential is as little as this.

Peaches—Stocks of peaches outside the holdings of the California Cling Peach Agency and the one or two large interests whose prices are as high, or higher, are getting very limited. Buyers have been making the rounds looking for sliced peaches at concessions without being able to locate any and only a few halves are available, with these not of the finest quality. The feature of the market of late has been the manner in which pears are moving. These have been going out in increased quantities, but at price concessions. The same is true of apricots. Stocks of the latter are not large, but there are prospects of a large corp this year and packing of this fruit commences in June.

Tuna—The tuna canners of California have formed an organization for the stabilizing of prices and the standardization of their product, with the membership taking in almost all packers. The one or two firms on the outside are large operators packing quality fish and maintaining prices.

Peach Crop Control—At a meeting of cling peach growers held at San Francisco during the week a campaign to curtail production this season was gone into in detail. It is proposed to eliminate more than 100,000 tons by drastic thinning and to reduce the acreage as much as possible. The crop control plan was analyzed at the meeting by Dr. H. R. Wellman, University of California; Dr. Hutzel Metzger, Federal Farm Board, and Dr .Theodore Macklin, State Department of Agriculture.

Hawaiian Pineapple—John Waterhouse, president of Alexander & Baldwin, has been formally installed as president of the Association of Hawaiian Pineapple Canners, succeeding James D. Dole, of the Hawaiian Pineapple Company, Ltd.. who served two years in this capacity. George R. Ward, manager of the pineapple division of the California Packing Corp., is vice-president, and Dr. Arthur L. Dean, associated with Alexander & Baldwin, is secretary-treasurer. The Haiku Pineapple Company has withdrawn from the association, as has also the Kohala Pineapple Company, the latter taking this step because of its virtual retirement from business.

The Maui Pineapple Company has been formed as a consolidation of the pineapple division of the Maui Agricultural Company and the Haleakala Pineapple Company, with Harry A. Baldwin, as president; John Waterhouse, vice-president, and J. W. Cameron, manager. The concern has facilities for packing about 1,000,000 cases a year, but planting is being curtailed until the market outlook is more satisfactory.

Notes—The San Francisco trade recently had a visit from James Eyman, of the Shrimp and Oyster Corp., of New Orleans.

A. M. Miller, representing the Geneva Preserving Company, of New York, was a recent trade visitor at San Francisco.

The principal place of business of the Beckwith Company, of Reedley, Cal., packers of figs, will be moved to 2337 Shattuck avenue, Berkeley, Cal.

Italian Kitchens, Ltd., canners of prepared foods, with a plant at 1770 San Bruno avenue, San Francisco, is seeking an extension through the Board of Trade.

The fig canning plant of the Nile Garden Canning Company, Manteca, Cal., has been taken over by Kadota Growers, Inc.

The plant of the Filice & Perelli Canning Co., Gilroy, Cal., burned a year ago, has been rebuilt and was reopened last week with exercises which included a banquet held in the cannery warehouse. Russell Meyer, Mayor of Richmond, where the firm operates another plant, was one of the principal speakers.

Paul H. Parrish, formerly with the Cutler-Lobingier Packing Company, operating several canneries in California, has joined the Neuhoff Packing Corporation, of Los Angeles, Cal., in charge of production.

Several vessels of the fleet of the Alaska Packers Association have sailed from San Francisco for Alaskan fishing grounds. The first to get away was the steamer Alitak, bound for Chignik, followed by the Arctic and the Bering. No sailing vessels will be sent north this year.

Louis Hartter, pioneer San Francisco merchant and founder of the L. Hartter Company, wholesale groceries and bakers supplies, 55 Main street, passed away at his home in this city on April 1 at the age of ninety-five years. He came to San Francisco in 1871 and had been in business here ever since. He is survived by two sons and a daughter.

What Canned Foods Distributors are Doing

Seek to Provide Government Credit Aid to Canners Through R. F. C—British Canning Industry Rapidly Increases Output as Home Demand Mounts.

SEEK TO PROVIDE GOVERNMENT CREDIT AID TO CANNERS THROUGH R. F. C.—Although efforts are being made to enlist Reconstruction Finance Corp. aid for smaller canners and packers throughout the country, little hope is held that any legislation will be passed in time to aid canners in handling their packs this season.

A bill is now before the Senate Banking and Currency Committee suggesting that the by-laws of the Government credit agency be amended to permit loans to canners. However, due to the small possibility of this bill being acted upon in time to aid canners this season, trade factors are placing more confidence on the ability of the country banks to aid in the financing arrangements for canners.

The efforts of the Reconstruction Finance Corp. to loosen frozen assets of the smaller country banks and place them in a position sufficiently liquid to permit them to afford credit aid to their neighborhood enterprises are the best "bet" for the canners to depend upon. If country bankers are able to loan money to canners, then canners will be able to start packing operations.

The lack of necessary credit will prevent many canners from packing during the coming season with the corresponding lack of revenues to the town or country in which the cannery is located. Of course, the pessimistic outlook of the canned foods market will prove to be a potent factor in holding down operations of canneries during the coming season.

More favorable credit conditions, if they can be maintained during the balance of the year, however, will tend to exert a strengthening effect on the nation's canned foods marketing centers. The successive waves of forced liquidation noticed in all trading centers last year, and especially in New York were held responsible in a large measure for the low prices and uncertainty prevailing in the markets during 1931 and the early part of 1932.

With canner after canner forced to dump his holdings on the nearest available market at what ever price the goods would bring, rather than what the true market value of the stocks were, prices broke and no steadiness was possible in the price list. Buyers were afraid to cover more than spot needs with prices showing sharp breaks from week to week.

Many canners lost heavily due to the forced liquidation necessary because of inadequate financing. Chastened by their experience, many declared that they would pack only what they knew they could sell this year while many canners reported that they would not pack at all, preferring instead to hold their stocks and sell when the market improved. The latter, of course, will not run their canneries at all during the coming season.

However, if country banks are going to be strong enough to extend credit to reputable canners and then wait until the canner can realize the best price for his goods, rather than forcing liquidation sales, some degree of stability in the canned foods markets can be looked for during 1932, trade factors hold.

Many canners, also, will pack just what they need and few will be foolhardy enough to gamble with their money this year. The market, backed by stronger credit facilities, and packs sufficient only to meet known demand, seem to hold the prospects of improved strength, as compared with 1931.

British Canning Industry Rapidly Increases Output As Home Demand Mounts—An interesting survey of the current position of the British canning industry in the current issue of Tin, an English trade paper devoted to the interests of the tin plate industry, points out the rapid growth of productive facilities as home demand for English-packed canned fruits and vegetables constantly gains.

While other countries were developing their food canning industries, the magazine declared, largely by the use of British tinplate, "we ourselves paid until recently but attention to the possibilities of food preservation. We have in this country fruit and vegetables of a flavor equal, if not superior, to any in the world, yet when our growers had bumper crops they frequently received less profits than with normal or even small crops. Plums, gooseberries and strawberries were allowed to rot, as in a year of glut they would not fetch a price high enough to pay picking, packing, freightage and market salesman's commission."

Realization of the advantages of the hermetically sealed container is correcting this anomaly entirely and rapidly, the magazine continued. To quote the words of Mr. S. Smedley, one of the pioneers of this new British industry, Tin said: "One might have worn out a pair of shoes looking for a British can of fruit in that year." In the following year, production totalled approximately one million cans. Since that year, each year has seen production practically doubled from the preceding year; the National Canning Co. alone this year will produce forty million cans of fruit and vegetables.

The prejudice against food from a tin is dying in England, the survey continued, as it inevitably must, since it is based on a fallacy. Canneries are situated right in the areas where the produce is grown, so that the fruit and vegetables are allowed to remain growing until they arrive at perfection; they are then gathered and immediately graded, sorted, and sealed in a vacuum, with the result that foodstuff is often fresher, more appetizing and more nutritious after twelve months or even two years in the can than it is when bought fresh from a greengrocer's shop in any of the great cities.

Purity Essential

"The English canners have realized that the great essential for the success of their industry is that only the very best of produce is suitable for canning, with result that, so far as the nutritious and appetizing qualities of the finished articles are concerned, the canned foods offered to consumers already established in England will bear comparison with those produced anywhere in the world."

In Lincolnshire great areas of green peas are grown for the factories, the magazine continued. Realizing the value of specialized varieties for canning, the canners have entered into contracts with the growers, whereby the former supply the seed and take back the crop at an agreed price. Factories which concentrate on fruit canning are to be found wherever fruit is grown on a commercial scale, where they work on a rotational basis, as the different fruits become ripe, first strawberries, then gooseberries, raspberries, loganberries, plums, apples and blackberries. At first the wild blackberry was used for canning, but it was found that the cultivated or "American" blackberry was of a far better flavor and size, and large areas of land are now devoted to this crop.

"So great has been the demand by the public lately for British canned fruit that during the last season canners were short of 2,000 tons of strawberries and a similar amount of loganberries," the article continued.

The "National Mark" scheme was one that growers were not slow to take advantage of: under this plan the Minister of Agriculture proscribes by regulations grades and grade definitions for canned food. Voluntarily the canner thus brings himself under a supervision and control which guarantees the observance of a very high standard of quality, the survey pointed out. "The services of trained chemists are essential in every properly controlled canning factory, and research work is constantly going on, to find ways of improving the quality, appearance and flavor of the product."

New Units Building

The National Canning Co., leading packing unit in Great Britain currently have six new factories in the course of erection in addition to their thirty-eight existing factories. Other companies are expanding their packing facilities. Canned foods packed during the current year in England will probably total approximately 150,000,000 cans, with about 5,500 employees in the 154 canning plants throughout the country.

"Regarding the canning of fish," the survey continued, "as a nation we do not seem as yet to have realized its possibilities. In 1928, the value of British caught fish was £18,400,000, the

United States catch in 1929 was valued at £23,000,000, but the production of canned fish in the latter country amount to £20,000,000, and the by-products to £4,700,000, or a greater total than the original catch. The United States produces annually 80,000 tons of fish meal and fish guano to the value of £1,000,000, the former, of course, for animal consumption. In the United Kingdom there appear to be no figures available relating to home consumption of canned fish, but they are certainly too small to have any significance. On the other hand, canned fish was imported in 1928 to the value of £7,400,000. It would be interesting to know the value of the 1928 catch, if the industry had been on a scientific basis."

Research Approved

Tin paid glowing tribute to the research work carried on in the American canning industry, pointing out in connection with the English canning industry that "research, is badly needed in this industry on the lines which have been so successfully adopted in America, where laboratories have been organized and results of the activities applied to works practice, with the result that the report of the Commissioner of Facories in 1930 was able o state that 'the industry forged ahead in a revolutionary fashion.' The function of the Research Department of the United States Department of Commerce, Bureau of Fisheries is the collection and publication of statistics, the undertaking of research into the technical problems of the industry and the broadcasting of practical information to the fishing industry and the public."

Norway and Germany also assist their fishing industries by research, the survey pointed out. In the former country, the research laboratory consists of three departments—chemical, bacteriological and processing—together with complete canning equipment. Again in Canada, there are two experimental stations for the fishing industry, the Atlantic station as Halifax, and the Pacific station at Prince Rupert, British Columbia.

Assistance such as furnished by these stations would aid the British fish-canning industry to show somewhat better results, the magazine indicated in conclusion.

BETTER PROFITS

(*Continued from page 19*)

tions in your locality and their effect on the growth of your crops for canning.

Accept a certain degree of responsibility for the success of these new brokers you secure this spring. Determine you will help them all you can and you can depend on receiving from them, their utmost endeavors in behalf of your sales.

If, after you have removed from your old list, the names of several brokers you wish to replace and find yourself unable to secure just the new broker you want in a certain market, do not appoint some one, anyone, just to feel you have a broker in that market.

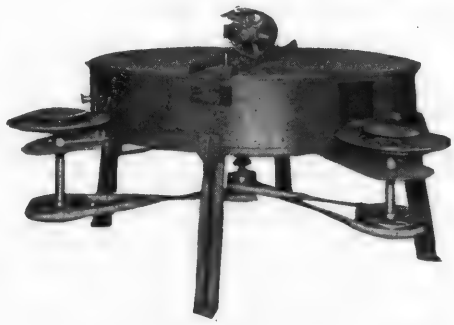
Better let the matter rest until another year if necessary, rather than appoint some one who will only clutter up the lists again.

The year 1932 and I fear, 1933 and many years to come will require the best kind of selling you can secure, the best will be none to good for the securing of the business you feel you should have.

Just as a guest in your home is impressed with its freshly scrubbed, laundered and dry-cleaned appearance after spring house cleaning time, just so will your prospective customers be impressed with the activity, honesty and business getting ability of your brokers after you have gone through a "house cleaning" of brokers lists such as I have suggested.

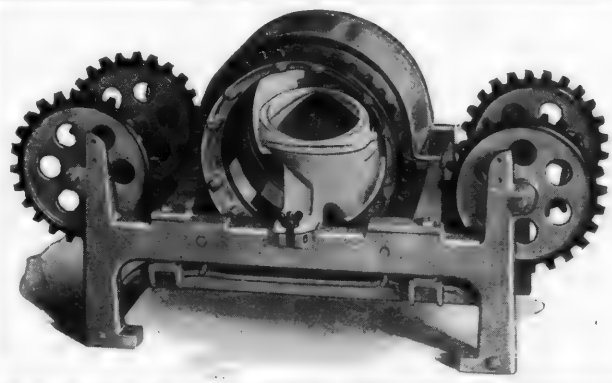
"A good canner is known by the brokers he keeps!"

Zastrow Round Disc Exhauster



Better because it embodies features suitable to every CANNER.
Simple, Rigid, Durable, Get-At-Able, gives uninterrupted service.
Cans are transferred on smooth machined discs by friction (No gear teeth disc to tip and jam cans).
Saves steam, Saves space.

ZASTROW MACHINE COMPANY, Inc.
Manufacturers
Foot Thames Street, BALTIMORE, MD.



Hansen Conveyor Boots

Have 40% more capacity than other boots.
Do not spill product.
Cannot crush products.
Cannot jump out of time.
Have been strengthened for longer wear.

HANSEN CANNING MCHY. CORP.
Cedarburg Wisconsin

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.60
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq.	.....	3.50
Small, No. 1 sq.	.....	2.85
Green Mammoth, No. 1 sq.	.....	3.10
Small, No. 1 sq.	.....	2.70
BAKED BEANS‡		
16 oz.	.42½	.....
No. 2½	.95	.....
No. 10	2.75	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.60	.57½
Standard Cut Green, No. 10	3.50	3.00
Standard Whole Green, No. 2	.90	.95
Standard Cut Wax, No. 2	.65	.....
Standard Cut Wax, No. 10	3.50	.....
Red Kidney Standard, No. 2	.70	.....
Standard, No. 10	2.75	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2 Tiny Green	1.40	1.40
No. 10	7.50	.....
No. 2 Medium Green	1.20	.....
No. 10	6.00	.....
No. 2, Green and White	.75	.....
No. 10	4.50	.....
No. 2, Fresh White	.60	.60
No. 10	3.50	.....
Soaked, No. 2	.70	.....
BEETS‡		
Baby, No. 2	1.40	.....
Whole, No. 2	1.10	.....
Whole, No. 3	1.10	.....
Whole, No. 10	3.50	3.75
Cut, No. 2	.75	.85
Cut, No. 10	2.85	.....
Diced, No. 10	3.75	.....
CARROTS‡		
Standard Sliced, No. 2	.....	.....
Sliced, No. 10	.....	.....
Standard Diced, No. 2	.80	.....
Diced, No. 10	3.50	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.85
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.70	.....
Extra Standard, No. 2	.65	.....
Standard, No. 2	.60	.60
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.75	.....
Extra Standard, No. 2	.62½	.....
Standard, No. 2	.60	.60
Standard, No. 10	3.75	4.25
HOMINY‡		
Standard Split, No. 3	1.00	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard No. 2	.82½	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	.75	.....
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.70	.....
No. 2 Fancy Sweets, 2s	.....	1.65
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.25
No. 5 Fancy Sweets, 2s	.....	1.20
No. 5 Std. Sweets, 2s	.....	1.00
No. 4 Early June, 1s	1.10	.85
No. 1 Std. Alaskas, 2s	1.10	.....
No. 2 Std. Alaskas, 2s	1.00	.....
No. 3 Std. Alaskas, 2s	.92½	1.00
No. 4 Std. Alaskas, 2s	.87½	1.05
No. 2 Std. Alaskas, 10s	.....	.....
No. 3 Std. Alaskas, 10s	4.75	5.25
No. 4 Std. Alaskas, 10s	4.50	5.00
PUMPKIN‡		
Standard, No. 2½	.90	†.90
No. 3	1.00	†.95
No. 10	3.00	†3.00

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.....
No. 2½	.80	.75
No. 3	.85	.....
No. 10	2.55	2.65
SPINACH‡		
Standard, No. 2	.....	.75
No. 2½	1.15	.....
No. 3	.....	.....
No. 10	3.50	3.50
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 2	.75	.....
Standard Green Corn, Dried Limas, No. 2	.70	.....
(Triple) No. 2 (with tomatoes)	1.10	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.80	.....
No. 2½	.90	.90
No. 3	1.00	.....
No. 10	2.85	3.00
TOMATOES‡		
Extra Standard, No. 1	.57½	.....
F. O. B. County	.55	.55
No. 2	.85	.....
F. O. B. County	.80	.....
No. 3	1.25	.....
F. O. B. County	1.20	.....
No. 10	3.50	.....
F. O. B. County	3.40	.....
Standard, No. 1	.52½	.....
F. O. B. County	.52½	.....
No. 2	.75	.75
F. O. B. County	.72½	.....
No. 3	1.15	.....
F. O. B. County	1.15	1.15
No. 10	3.35	.....
F. O. B. County	3.25	3.25
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.50	.40
No. 10, Whole Stock	.....	2.25
Standard, No. 1 Trimmings	.50	.....
No. 10 Trimmings	.....	.....

Canned Fruits

	Balto.	N.Y.
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	.....
Pennsylvania, No. 10, water	.....	.....
Pa., No. 3	.....	.....
Pa., No. 10, solid pack	.....	.....
APRICOTS* (California)		
Standard, No. 2½	1.60	1.40
Choice, No. 2½	1.80	1.65
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	.....	.....
No. 3	.....	.....
No. 10, water	3.75	.....
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.60
No. 10	5.50	4.50
CHERRIES*		
Standard Red, Water, No. 2	.....	.....
White Syrup, No. 2	.....	.....
Extra Preserved, No. 2	.....	.....
N. Y. Fancy, Red Pitted, No. 10	4.25	.....
California Standard, 2½	.....	1.90
Choice, No. 2½	.....	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.55	.....
No. 2	1.10	1.00
No. 5	3.30	.....
No. 1 Juice	.65	.....
No. 5 Juice	3.25	.....
PEARS*		
Standards, Keifer No. 2, in syrup	.95	.....
Fancy, No. 2½	1.40	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.15
Choice	2.75	1.95
Standard No. 10	6.50	6.25

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.40	1.40
Choice, No. 2½, Y. C.	1.70	1.60
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	1.60	1.50
Sliced Standard, No. 2½	1.45	1.35
Sliced, Extra, No. 2	.....	1.15
Sliced Standard, No. 2	.....	1.00
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	4.25	4.25
Eastern Pie, Water, No. 10	.....	.....
Porto Rico No. 10	.....	.....
RASPBERRIES*		
Black Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	.....	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	2.50	.....
No. 10s	9.50	.....

Canned Fish

HERRING ROE*		
10 oz.	.70	.....
17 oz.	.80	.....
19 oz.	.90	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.25
¼-lb. cases, 4 doz.	.....	1.60
OYSTERS*		
Standards, 4 oz.	.....	.....
5 oz.	1.00	†1.10
8 oz.	.....	.....
10 oz.	2.00	†2.20
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	2.45	2.25
Flat, No. ½	1.70	.....
Cohoes, Tall, No. 1	1.85	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.80	1.00
Pink, Tall, No. 1	1.00	.....
Sockeye Flat, No. 1	3.35	.....
Flat, No. ½	.75	.....
Chums, Tall	.92½	.97½
Medium, Red, Tall	1.42½	.....
SHRIMP§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.25	1.00
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.15
¼ Oil, keys	.....	†3.90
¼ Oil, Tomato, Carton	.....	†4.20
¼ Oil, carton	.....	†4.20
¼ Mustard, Keyless	.....	†3.20
¾ Mustard, Keyless	.....	†3.00
California Oval, No. 1, 48's	3.00	†2.95
TUNA FISH§ (California), per case		
White, ½s	7.30	.....
White, 1s	13.65	13.00
Blue Fin, ½	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.90	.....
Striped, ½s	5.15	6.25
Striped, 1s	8.35	11.50
Yellow, ¼s, Fancy	4.65	.....
Yellows, ½s, Fancy	7.35	8.50
Yellow, 1s	13.65	12.50

BRANCH: DETROIT, MICHIGAN
WHOLESALE CATALOGUE ON REQUEST

BETTER SEEDS

FOR BETTER PACKS

We Are Leading Growers of

CANNERS' SEEDS

CATERING TO THE BEST IN THE INDUSTRY

PEAS, BEANS, SWEET CORN
TOMATO, PUMPKIN, SQUASH
CUCUMBER, CABBAGE, SPINACH
PERFECTED DETROIT BEET

For Prompt Shipment or Future Contract

The Best Stock of Detroit Beet in America

JEROME B. RICE SEED CO.
Cambridge, N. Y.

THE ANSWER

to pretty nearly any question concerning canned foods can be found in your

1932 ALMANAC

including the latest Mapes Standards and Federal (Score Card) Grading System.

Use Your Almanac

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

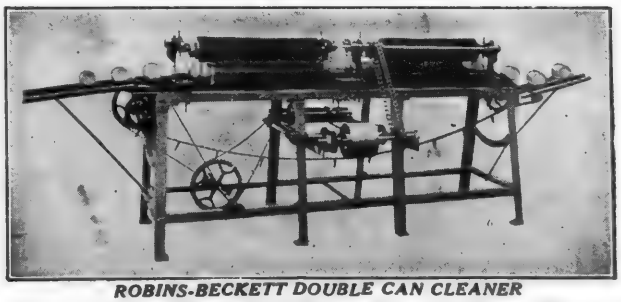
SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

WE ARE MANUFACTURERS

ROBINS RETORT



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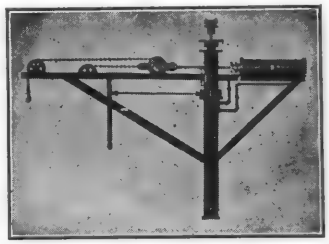

ROBINS CIRCLE STEAM HOIST

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* — Write for catalog — HARRY R. STANSBURY, *Vice-President*

GEAR, SPROCKETS, TRANSMISSION

Service to machinery manufacturers and the canning industry.

We maintain a large assortment of stock gears and are equipped to furnish sprockets, gears, and silent gears on short notice.

SLAYSMAN & COMPANY

Manufacturers of Industrial Gears.

801 E. Pratt St., Baltimore, Md.

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Dependable 104 Years

Famous For Vitality And Purity

Write For Prices When Ready To Order

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Consulting Food Chemists and Bacteriologists

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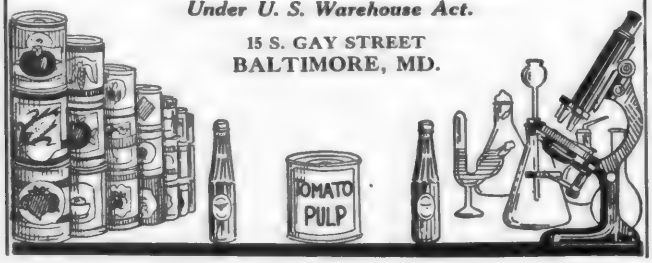

POWDERED APPLE PECTIN

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NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

SPEAS MANUFACTURING CO.

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SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.

All are welcome.

PERFECT CHESTERFIELD

"I desire no remuneration for this poem," said the office visitor. "I merely submit it as a compliment."

"Then, my dear sir, allow me to return the compliment," replied the editor with true journalistic courtesy.

QUITE SO

A lady was entertaining the little son of her friesd.

"Are you quite sure you can cut your meat, Willie?" she asked, after watching him a moment.

"Oh, yessum," he replied, without looking up. "We often have it as tough as this at home."

MODERN CURRICULUM

Mrs. Nexdore—What has your boy learned at school so far this term?

Mrs. Nayber—He has learned that he'll have to be vaccinated, that his eyes aren't really mates, that his teeth need repairing and that his method of breathing is entirely obsolete.

THEN THE FIGHT STARTED

"How'd you get that smudge on your face?"

"Well, honey, the car broke down and I had to fix it."

"Since when do you grease your car with red greese?"

DUMB DORA

He—I developed my muscles working in a boiler shop.

Sweet Thing—Oh, you great big wonderful man! And what did you boil?

OPENING UP THE BIG GAME

"What's your husband working on now?" the chemist's wife was asked.

"Anti-freeze solution that can be put into bank assets," replied his wife.

DIFFERENCE IN TIME

The court trial was about to open. The defendant leaned over and whispered to an officer: "How long will this affair last?"

The officer whispered back, "About two hours for me and about two years for you."

FAKE NOSTRUM

Nix—That medicine can't be any good.

Dix—Why?

Nix—Well, I've seen that man in the advertisement with that same pain in his back for twenty-five years.

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADJUSTER, for Chain Devices.

Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

ASPARAGUS MACHINERY.

Burton Cook & Co., Rome, N. Y.

BEAN CUTTERS, Stringless.

Burton Cook & Co., Rome, N. Y.

BEET MACHINERY.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEETS, Carrier, Rubber, Wire, Etc.

Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.

Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.

Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.

A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.

Bottle Cases, Wood. See Boxes, Crates.

Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.

Ayars Mach. Co., Salem, N. J.

BOXES, Corrugated Paper.

BOX (Corrugated) SEALING MACHINES.

A. K. Robins & Co., Inc., Baltmire.

Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.

Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.

BROKERS.

Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.

Buckets and Pails, Metal. See Enameled Buckets.

Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas Gasoline, Etc.

A. K. Robins & Co., Ins., Baltimore.

BY-PRODUCTS, Machinery.

Edw. Renneburg & Sons Co., Baltimore.

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.

Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.

Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CANS, Tin, All Kinds.

American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.

Ayars ach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. R bins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.

Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Cartons. See Corrugated Paper Products.

Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.

Chain Belt Conveyors. See Conveyors.

Chain for Elevating, Conveying. See Conveyors.

Checks, Employers' Time. See Stencils.

Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.

Berlin-Chapman Co., Berlin Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.

Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.

Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Hoopeston, Ill.

CLOSING MACHINES, Open Top Cans.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.

Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

COOKERS, Continuous, Agitating.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Hoopeston, Ill.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.

Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Hoopeston, Ill.

COPPER COILS, for Tanks.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN CUTTERS.

Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

CORN SHAKERS.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.

CORN HUSKERS AND SILKERS.

Berlin-Chapman Co., Berlin, Wis.
Morral Bros., M rral, Ohio.
Sprague-Sells Corp., Hoopeston, Ill.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED FIBRE SHIPPING CASES.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).

U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.

Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters .
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CUTTERS, Vegetable, Mincemeat, Etc.

Burton, Cook & Co., Rome, N. Y.

CULTURES, Inoculation.

Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).

American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.

Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.

Edw. Renneburg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Engines, Steam. See Boilers and Engines.

Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.

EXHAUST BOXES.

Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.

Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

FIBRE CONTAINERS for Food(not hermetically sealed).

American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, Ohio.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.

U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.

Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Filling Machine, Syrup. See Syruping Mach.

WHERE TO BUY---*Continued*

FINANCING AND WAREHOUSING.

Guardian Warehousing Co., Chicago.
Terminal Warehouse Co., Baltimore.

FINISHING MACHINES, Catsup, Etc.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Generators, Electric. See Motors.

GLASS-LINED TANKS.

Sprague-Sells Corp., Hoopeston, Ill.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.

Strasburger & Siegel, Baltimore.

INSURANCE, Canners.

Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

KETTLES, Copper, Plain or Jacketed.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.

A. K. Robins & Co., Inc., Baltimore.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.

Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Hoopeston, Ill.

LABEL MANUFACTURERS.

R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PEA HULLERS AND VINERS.

F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.

F. Hamachek Mach. Co., Kewaunee, Wis.

PECTIN, Apple, Powdered.

Speas Mfg. Co., Kansas City, Mo.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Sprague-Sells Corp., Hoopeston, Ill.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PULP MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

PUMPS, Air, Water, Brine, Syrup.

A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTINIG MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slayman & Co., Baltimore.

SIEVES AND SCREENS.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corp.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.

A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Hoopeston, Ill.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Hoopeston, Ill.

TANKS, Wooden.

Sprague-Sells Corp., Hoopeston, Ill.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

TOMATO PEELING MACHINE.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Variable Speed Countershafts. See Speed Reg

VEGETABLE CUTTERS.

Burton Cook & Co., Rome, N. Y.

VINERS AND HULLERS.

Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Terminal Warehouse Co., Baltimore.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarbug, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Hoopeston, Ill.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

A Saving in Cost amounting to $8,836,817.09

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Canners Exchange Subscribers

at

Warner Inter-Insurance Bureau

LANSING B. WARNER, Incorporated
540 N. Michigan Ave.,
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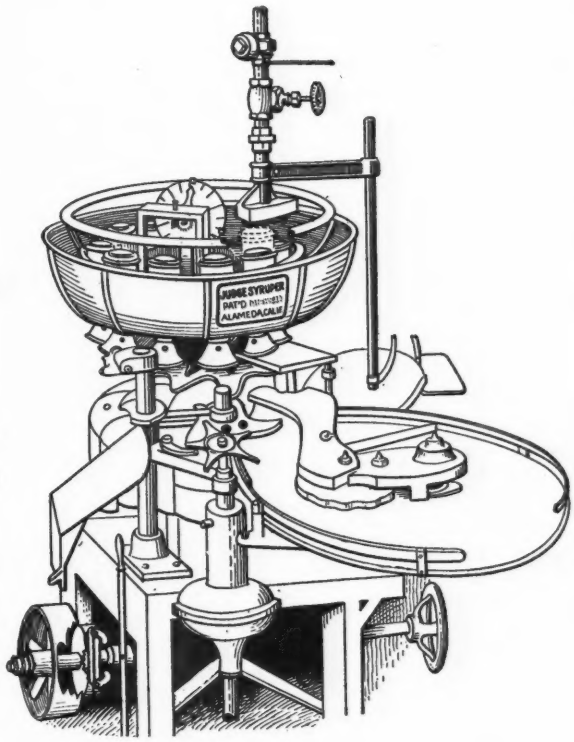
Let the Hydro Geared Grader take all your troubles off your hands.

The Hydro Geared Grader is fool proof. Just start it in the morning and know that it will grade your peas accurately, with no further attention all day.

We will be glad to tell you of many satisfied users, and you can ask THEM.

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

Judge Syruper



Using the Cutler Method of Concentrated syrup for all Grades.

Unlimited Capacity in Cans Per Minute.

Instant change from one Grade to another. Every can full and uniform cut outs.

No mashed fruit or cans.

Automatic throughout.

Syrup to suit thefruit.

No waste.

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